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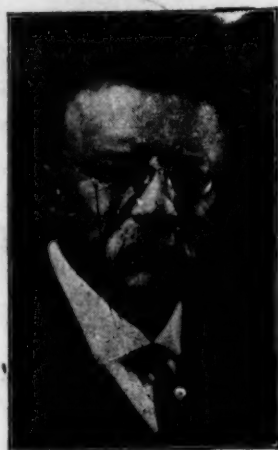
NEW YORK, SEPTEMBER 27, 1919.

No. 13

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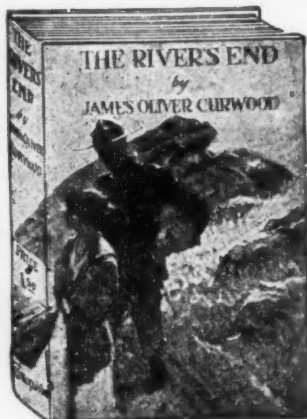


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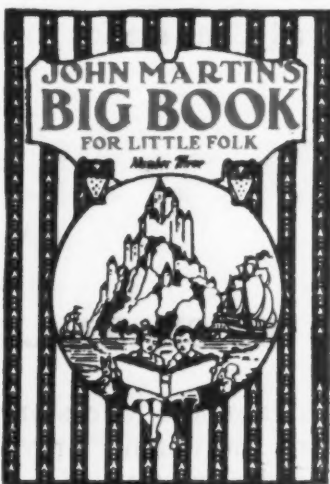
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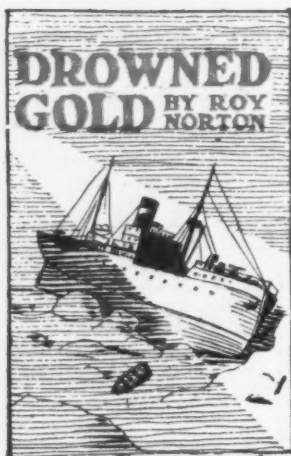
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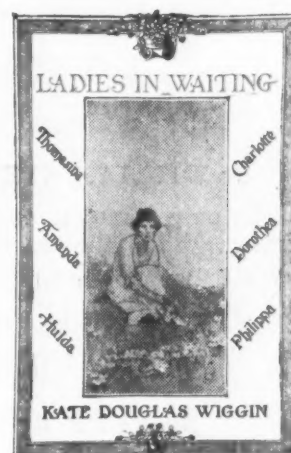
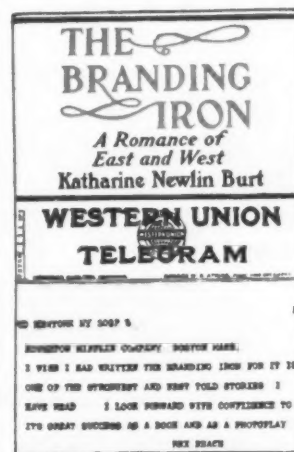
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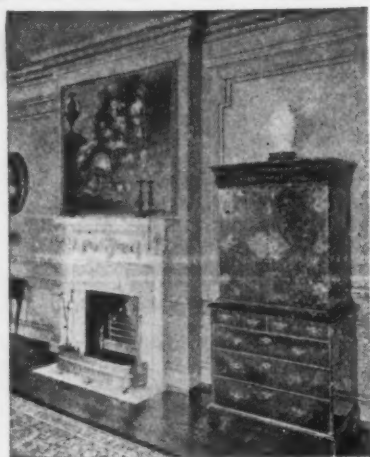
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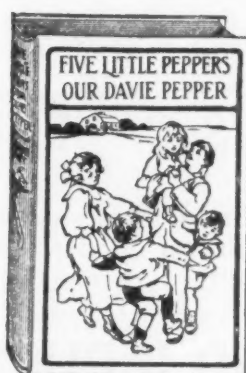
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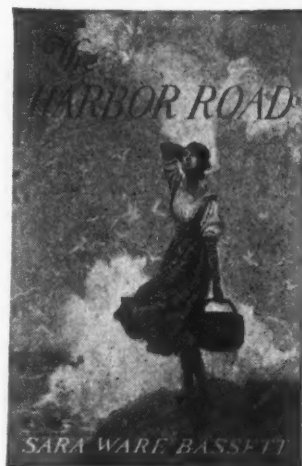
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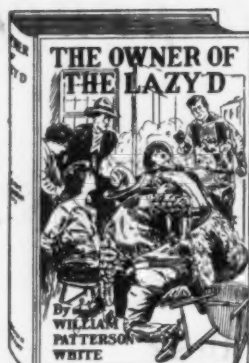
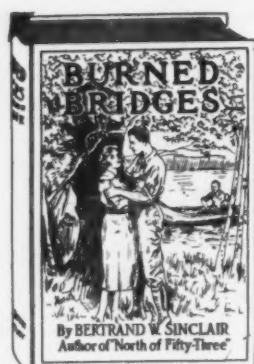
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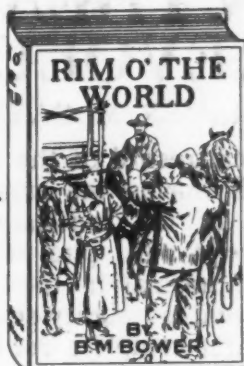
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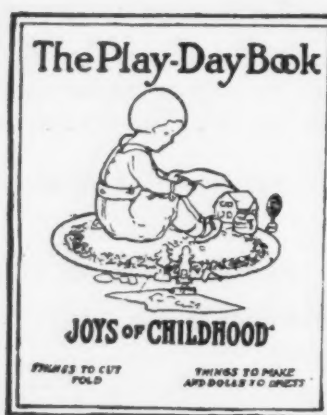
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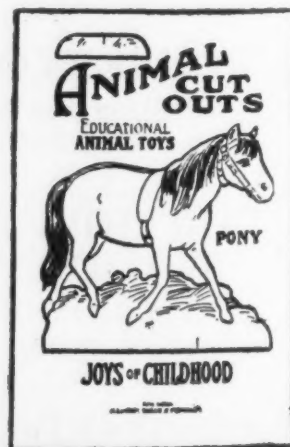
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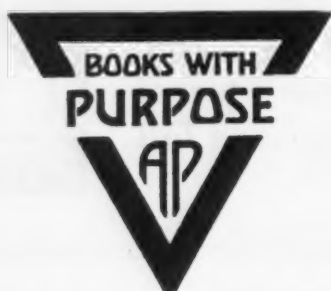
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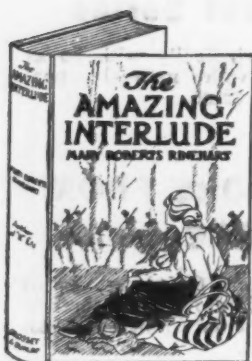
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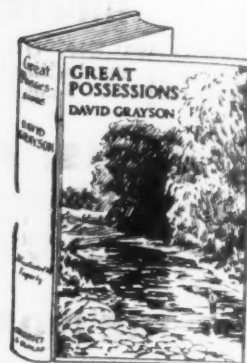
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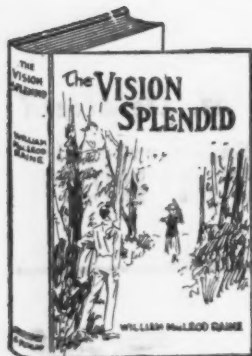
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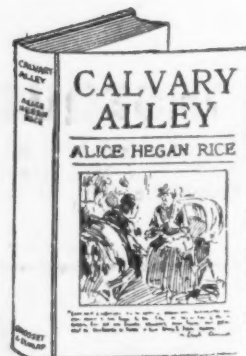
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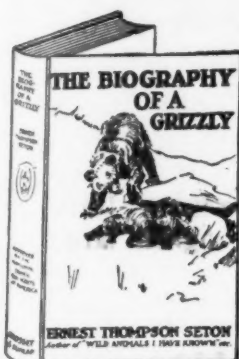


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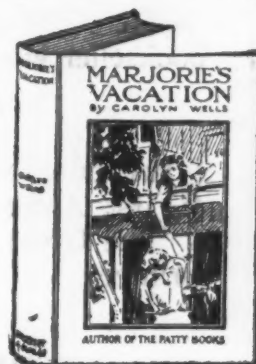
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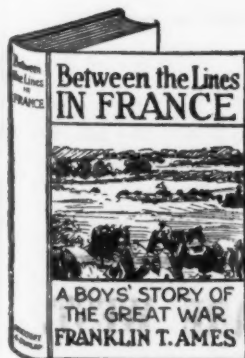
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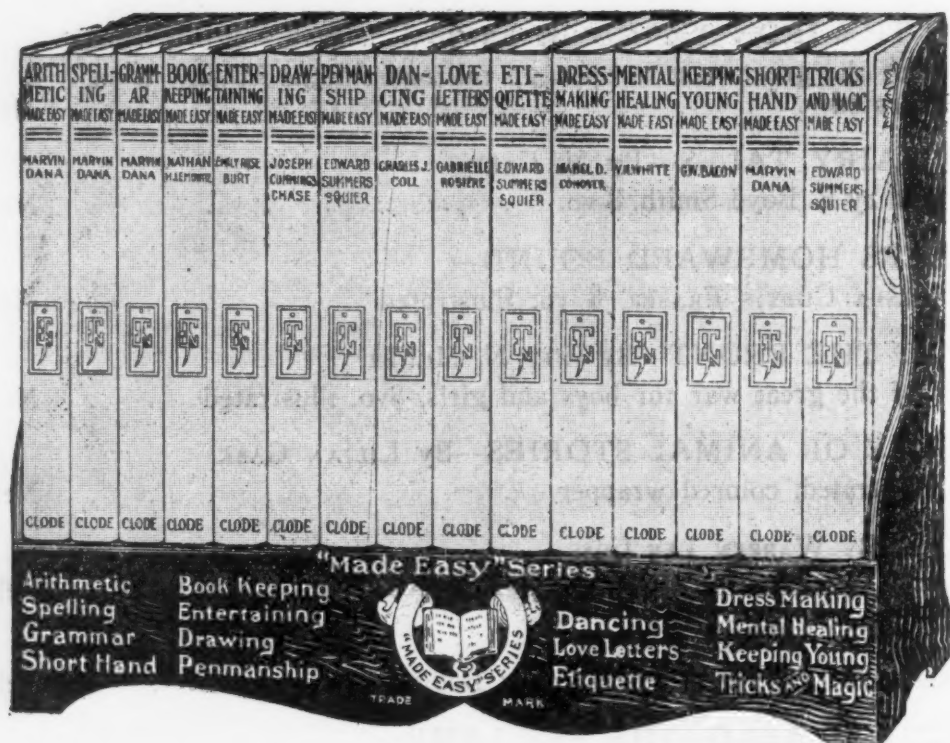
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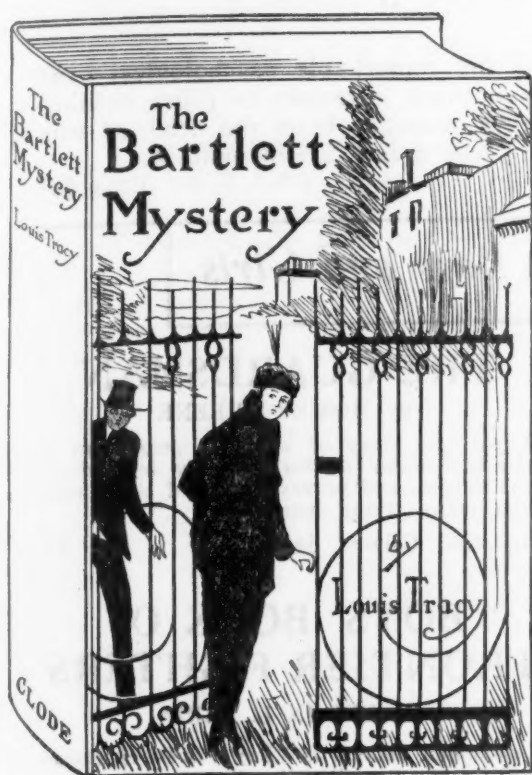


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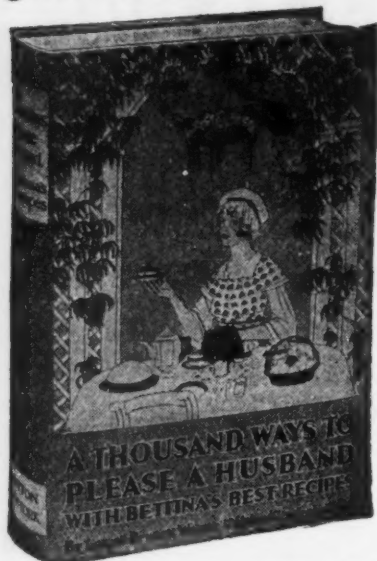
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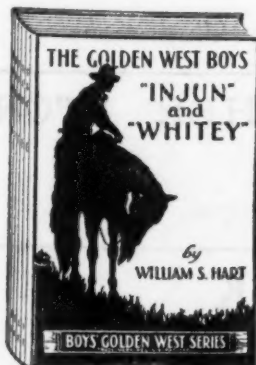
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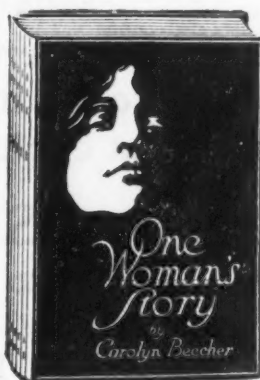
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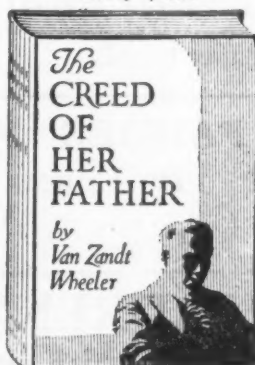
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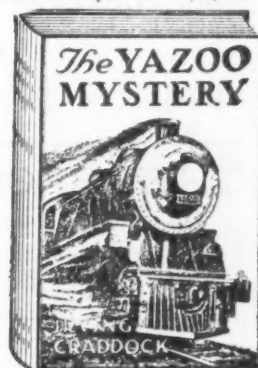
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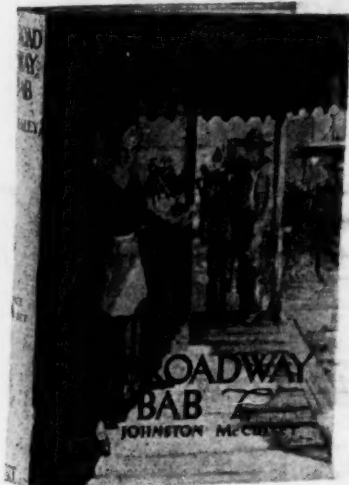
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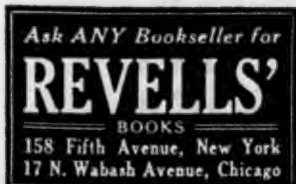
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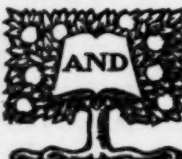
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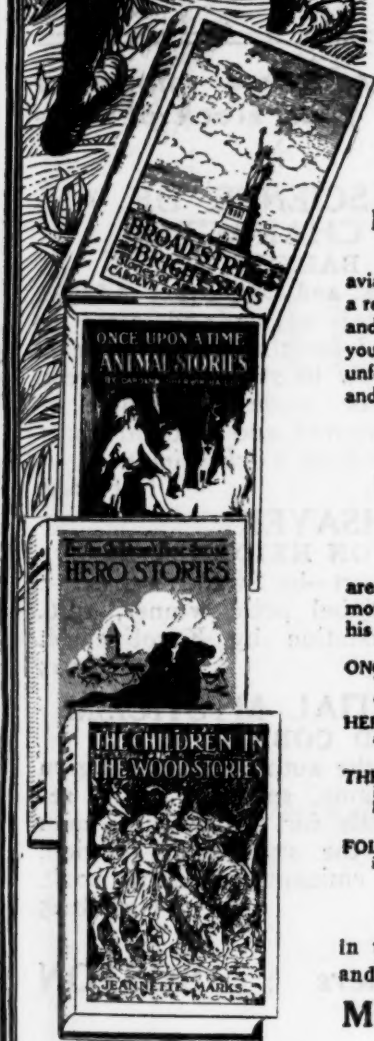
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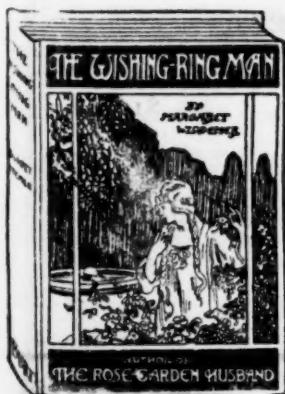
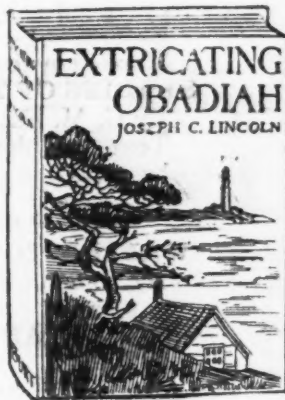
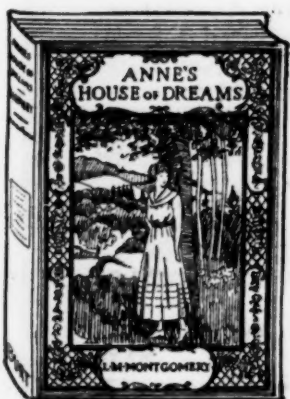
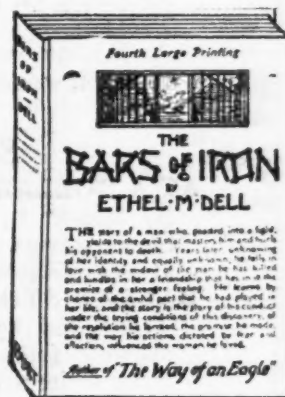
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THE FALL ANNOUNCEMENT NUMBER

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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

September 27, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

A Notable Fall Season

THE Fall Announcement Number of the Publishers' Weekly has for over forty years served as a summary and a prophecy for the busiest and most important months of the publishing year. It supplies an author and title index of the books which are ready or are underway, a book-trade convenience of inestimable value, and its advertising pages are used by the publishers to give a comprehensive outline of their plans and of the value they set on the various items. It is our belief that in importance of material and scope of interest the season of 1919 is the most notable that American book publishing has ever seen, and, what will make this year even more memorable, is the fact that the public has never before seemed so eager for the books.

Books Are Different

THERE are many occasions when, in moments of self-analysis, the book-trade pauses to say: "Yes, we are different from other lines of business!" Our merchandise is, in spite of all that can be said to the contrary, a different thing from blankets or sweets; our approach to the public, in spite of insistent arguments from advertising experts, must be somewhat different from the publicity given to cigarettes or automobiles.

Again this is brought to mind as we face the busiest season of the book-trade's year. Here in these pages is listed the material which thousands of the world's best minds have been occupied with for many months. The man who would stimulate, amuse, inspire, or educate, turns to the printed page for his vehicle, and relies on book distribution to accomplish his purpose. Is there any new pattern coming from the silk mills that is as important to the public as the coming of a book by Rolland? Is there any new model

in Detroit automobile factories that has the same news value as the publication of Ludendorff's Memoirs? Is there any new brand of talcum that is of parallel importance to a new title from Booth Tarkington?

The very fact that such an index as this number supplies, is a trade necessity marks a difference. Is there any other line of merchandise which requires U. S. Catalogs, Trade List Annuals, indexes to every proposed undertaking? We know of no good parallel.

To the public, books are different. They may buy less of them than of candy or cigarettes, yet the difference in attitude is there. These tools of trade are to help the public keep its finger on the food it demands. The titles here put forth are going out to take a place in public affairs and private lives that can be granted to no other merchandise of the new season.

TO BOOKSELLERS

Additional copies of this issue of the Publishers' Weekly ("Fall Announcement Number") will be supplied at fifteen cents each. As a complete guide to the new books of the season it is indispensable and every competent clerk should have one.

The New York Printing Strike

AS this issue goes to press the New York printing industry is threatened with a complete closing down on October 1st. The several unions have made their demands for \$14.00 per week increase and a 44-hour week. The employing printers have offered a compromise at \$5.00 with the 44-hour week on May, 1921, as suggested by the International Union. To give the full amount would mean a 50 per cent increase at least in printing costs and this, together with a 40 per cent increase in binding costs asked for, would so far check the possibilities of book publishing that publishers at a meeting last week agreed to ask the employing printers to stand firm on the issue. They could hardly do otherwise. Further negotiations are in progress and it is hoped still that the compromise will be accepted. The whole book-trade is facing a serious crisis at the verge of a busy season. The result will be known from the daily papers by the time this issue reaches our subscribers.

Again, the Salary Question

WE have turned several times to the discussion of retail salaries because we believe there is no subject of more vital importance to the healthy development of the bookstore. Two weeks ago we printed a letter from a retail salesman who was trying to live in New York on twenty dollars a week, and it brought to our office several comments, one of which suggested a retail salesmen's union as a possible aid to better conditions.

The suggestion of a retail salesmen's union is not new. It is not surprising that salespeople think of that remedy when they see men getting forty dollars for printing a book, while they get twenty dollars for selling it; girls getting twenty dollars for sewing a book, while a trained woman might be getting fourteen dollars for selling it understandingly. Yet it may be that the union way is not the best way to those needed minimums, the living wage and good working conditions.

In the department store, working conditions have steadily improved and the wage rate feels the competitive effect of the new scales in other fields now opened to women. The chief handicap to a raising of the scale in the department store book section is the fact that not sufficient allowance is made over other departments for the superior intelligence required to sell books.

The problem of wage scales in the small store is a much more individual matter, and less affected by the large currents in industry. Good store management means a sufficient margin for sales expense and the store that is building for the future knows that the best timber available is none too good for bookselling. Many young people of good promise are attracted by the idea of becoming book salesmen, but too often they are drawn aside into other work which shows chance of better remuneration.

The common method of discussing the wage problem in the retail store is for the salesman to say, "I can't live on what I'm getting," and for the management to answer, "You can have two dollars more per week," or "We absolutely cannot afford more." In no part of the embarrassed discussion is there any reference to the fundamental figures that lie embedded in the store's records. What *can* the store afford to pay on \$10,000 dollars worth of sales per year, or \$20,000 dollars? Is the management *guessing* when

it says it can pay no more than twenty dollars? Is the salesman guessing when he says he is worth more? Is every precaution taken by the management to see that the greatest volume per salesman is obtained? Is the salesman sure that his alertness and constant presence at the right spot with the most helpful service is bringing the largest possible results?

Nothing will so help the small retail store to its greatest sales efficiency and its salespeople to the highest feasible scale of salaries, as a thoro understanding on the part of the salesman of the problems of the store's management and its business figures. This will bring about a "pull-together" feeling which will increase business and supply the foundation upon which increased remuneration can be systematically built.

Lessons in Salesmanship

WE call especial attention to the important series of articles of retail salesmanship by Paul G. Ivey which begins in this issue. The lessons will follow bi-weekly, alternating with the new series of Home School of Bookselling by Miss Graham.

Prosperous Year Predicted

In a recent address to the company's large corps of travelers, Paul J. Wielandy, president of Blackwell-Wielandy Book and Stationery Co., of St. Louis, predicted most confidently that good merchandise was to be in very keen demand and that the retailer who waited for lower prices was found to be caught without books to meet the customer's demand.

The expected lull in business never came, said Mr. Wielandy. The conservative, pessimistic merchant, who allowed his stock to run low, laboring under the hallucination that prices would drop after the armistice, now wakes up from his forlorn dreams to find that every commodity and every piece of merchandise is higher today than during the period of the war. Will prices continue to go higher, and why? Our answer is most emphatically, yes! As we see it, there is nothing but genuine prosperity ahead.

The Return to Reading

Joseph Hergesheimer in the September *Bookman* writes cheerfully of "The Return to Reading" in an article suggesting that this is a golden year for authors and publishers.

His unusual optimism he attributes to a careful study of the temper of the young men back from the front. After considering them in connection with his profession, the writing of novels, he has decided that here is a new audience, a public clear-eyed and critical and supremely invigorating.

MODERN DEVELOPMENTS IN RETAILING*

By Paul G. Ivey, Associate Professor of Economics and Commerce, University of Nebraska

With this instalment the Publishers' Weekly begins the publication of a series of lessons on Retail Salesmanship. These will appear every two weeks, and the subsequent lessons take up systematically the practical problems of selling. It is our belief that this is the best presentation of the subject that has yet been written. The systematic use of these lessons in bookstores is strongly urged. It will be published later by the Macmillan Co. in book form.

Before a student of salesmanship can comprehend the changes that are taking place in retailing or can foresee the possibilities of the future in the merchandising of goods, it is extremely necessary that he sees clearly and comprehensively the important changes that have transpired in other fields of production. The fact must soon be born in on the student's mind that only thru *change* does progress appear; that the possibility of progress in the production and distribution of goods in any state or country rests on the ability and willingness of the masses as well as the leaders to change their minds. In other words, open-mindedness precedes change or progress; and the latter can never appear in practical effort to benefit mankind unless it enters thru the door of the former. When the minds of any body of people become opposed to change, when they become inflexible and static, then we have what are known as Dark Ages. Because of this static nature of people's minds, their opposition to change, their willingness to do as their fathers have done, many towns in the United States are "backward" and are accomplishing little as compared to other towns with equal advantages and opportunities.

To keep one's mind open to new ideas is to make progress; and the more openminded the people in any town, state or country, the more progressive and wealthy are each one of these political units. It is the privilege of each student of retailing to be ever on the alert for new ideas, for new ways of doing things. Just to the extent that those interested in retailing take this attitude, will retailing become scientific in its every detail and hence capable of distributing goods at the lowest possible cost.

THE INDUSTRIAL AND AGRICULTURAL REVOLUTIONS

Until one hundred and fifty years ago, roughly speaking, production took place in the home. Each family was practically self supporting, producing its own clothing, food and shelter. Specialization (or expertness) was a thing unheard of in many communities because society did not demand enough of certain products to justify any one spending his entire time in producing them. No great quantity or quality production of wealth could have been produced on the foundations—hand tools and non-specialization. The wonderful present

economic welfare of the people in the civilized world is due for the most part to the alteration of these conditions of production, by means of the discovery of a new and great motive power, viz: steam.

With the invention of the steam engine about one hundred and fifty years ago and its many practical applications of recent years, was bound up a great revolution in the methods of producing and transporting goods. People who formerly spun and wove in their homes or in small shops under the supervision of a neighbor, were now brought together in great numbers under one roof. Each person was set at a single machine where he performed a single operation. Specialization was being realized. Along with the much larger production of goods went the development of steam railways which enabled the exchange of goods between communities, thereby widening the market, i.e., the demand. With the ever increasing facilities of transportation and communication, people were enabled to specialize in one occupation and receive from elsewhere the many necessities that they formerly produced themselves.

As a direct result of the introduction of specialized and mechanical processes, production increased tremendously, with less hours of work per day. Hours of work fell from fourteen to twelve, then ten, then nine, while at present there are many industries running on an eight hour day. This remarkable reduction in working hours has given the working man leisure hours unknown before the last century; and it has tremendously stimulated the production of luxuries to give pleasure during the free hours. These luxuries soon came to be looked upon as necessities that could not be dispensed with without severe hardship. Thus a new standard of living arose, which included many things formerly unheard of. Needless to say, this great quantity production, with less labor, has reduced the price of clothing, house furnishings and other articles many thousandfold. The low price of the goods on the retailer's shelves is largely due to the steam engine specialization.

An interesting phase of this remarkable revolution is the attitude that the workers have held toward it. For the most part they opposed it. Yet the new machine processes and the increased specialization produced more goods of a greater variety and at a much lower cost, and because of these all-important results society supported and protected the new processes until they have become a commonplace part of our industrial life. No one at present, not even the workers themselves, would think for a moment of going back to hand production.

Another important result of the industrial revolution was the division of society into capitalists, landlords, managers and laborers. Previous to the Industrial Revolution, when

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each family was almost self-sufficing, each person combined these four functions in himself. With the enlargement of industry, however, it became necessary for more intense specialization of these functions. For example, it was found that the most efficient manager could be produced only if all of one's time was spent in solving managerial problems. People now had to choose which function they were qualified by nature or training to perform and then spend their entire time becoming experts in their field. Fortunately, the necessity for specialization of these functions and the relative importance that each plays in our industrial and commercial system, are becoming more widely recognized among all classes. Employers are becoming more and more willing to see the employees' side of any problem and vice versa. It is to be hoped that greater mutual understanding between all parties in industry and commerce will eliminate much of the present day antagonism which is the only great handicap to securing greater efficiency and lower costs.

Scarcely inferior in importance is the great revolution in agricultural methods taking place within the last century. Before 1890, in order to produce the present wheat crop (1918) it would have taken 11,000,000 men working ten hours a day, while after this date the 1918 wheat crop could have been produced by 500,000 men—a saving of the labor of 10,500,000 men on one grain crop alone. If all the crops were considered, the saving in labor power would be most startling. Open-mindedness, to a large extent, is the reason for the ready adoption of these labor saving devices.

THE NEW PHILOSOPHY OF RETAIL MERCHANDISING

Like manufacturing, transportation and agriculture, retailing has been revolutionized in the last century and a half. From time immemorial the retailer, trader or shopkeeper has been held in low esteem by his fellow-man. Thruout English history the unscrupulous cunning of the shop-keeper seems to have been a byword. The trader was believed to be a man who produced no wealth whatsoever, but gained an illegitimate living by adding to the price of goods that he received from some one else. In other words, he was not economically justified. Neither was he socially justified. It was commonly believed that he sought to sell goods to the disadvantage of the buyer. *Caveat emptor* (Let the buyer beware), was the ruling business ethics of the time, but this fact did not lessen the suspicion that the customer held toward the shop-keeper. The buyer was necessarily always on his guard when dealing with retailers, and this antagonistic attitude of the buying public has only been partially dissipated within recent years.

The reason for the existence of the shop-keeper (as the retailer was then called), not being justified economically was a false view of what was meant by the "production of wealth." The Physiocrats believed that agriculture was the only productive industry from

which all other trades and occupations received their energy. Later on it was generally conceded that manufacturing was productive of wealth, but reluctance was shown in granting this function to retail merchandising. Transportation was held in the same light as retailing. But in the last century it became clear to many people, that any industry or person was a producer of wealth if it satisfied some want, *i.e.*, produced some utility. It was seen that corn is not "produced" in the completest meaning of the word until it is in the hands of the consumer, since the only object of its "production" is to supply the demands of consumers.

It may seem that such an analysis as this is superfluous but one does not have to go far even to-day to find strong traces of the old fallacy, *viz.*, that the retailer is not productive. However it must be said that, for the most part, society to-day justifies the existence of the retailer from an economic standpoint.

Economic justification for the existence of retailers came much earlier than did social recognition, the former being quite well accepted by the beginning of the last century while the latter can only be said to have come into being in the last generation. This applies, for the most part, to the United States and some parts of England, Germany and France, since the rest of the world withholds social recognition from the retailer even at the present time.

Why has society held a depreciated idea of the retailer *socially* when he was contemporaneously held as a vital economic factor in production? This has been true because of the methods employed by retailers and because of a vicious economic fallacy regarding the nature of exchange.

The old methods of retailing merchandise followed the principle of "charging what the traffic would bear," *i.e.*, asking different prices for the same article from different customers. To-day this system is common in some parts of Europe and Asia and partially accounts for the social position of the shop-keeper. Buying under this system developed into a struggle between seller and buyer. The two parties were antagonists. The buyer was forced to be on the *qui vive* at all times in order to get the best of the bargain or, if this was impossible, as it usually was, then it devolved upon the customer to acquire the goods at the least loss to himself. Such methods capitalized the weaknesses of the buyers to the gain of the sellers. The necessities of life could only be extracted at a fair price from these vendors by means of shrewdness, cajolery, threats and higgling. It was only natural that society held no honored place for producers who secured a living by taking advantage of the weaker bargaining ability of others.

The second reason for this social attitude toward retailers was the existence, in both the minds of traders and customers, of a false idea of the meaning of exchange. It was commonly held, until the last century, that only one party to an exchange could be

benefited thereby—that one party, of necessity, must be the loser. This theory led to the practice described heretofore. Each party endeavored to be the winner, at any odds, since it was the belief there could only be one.

Economists gave to the retailer justification for his economic existence, but it took many sturdy pioneers in retail merchandising to place the retailer of the United States on the high social level where he deserves to be, and which he is fast attaining. One creator of the new era in retail merchandising was John Wanamaker, who, in 1876 adopted the "one price" system in his large store the "Grand Depot" in Philadelphia, and thereby helped to overthrow the earlier practice of "bargaining" and the vicious economic fallacy that supported it.

Not only this—he instituted other new merchandising methods which, together with progressive methods used by merchants in other parts of the country, were to revolutionize retailing in the United States and abroad, just as production in this country was given a great impetus by the industrial revolution in England.

In the first place, no customer was to be strongly urged to buy. This meant the elimination of the "barker" who was then a familiar sight on the sidewalk before every retail store, and it also meant discontinuance of the custom among salespersons to "load" a customer with as much goods as possible before she could get out of the store.

In the second place, the goods were what they were represented—they were genuine. Seconds were marked seconds even if they were not obviously recognized as such. *Caveat emptor* had received its first severe blow. The burden of recognizing deceit was no longer thrown onto the shoulders of the customer. She did not have to be on her guard; hence "shopping" became somewhat of a pleasure where it had formerly been a combat to be dreaded for its possible consequences.

In the third place, money would be returned if customers were dissatisfied. Competitors of John Wanamaker predicted that if all other innovations failed to bring about defeat, "this particular policy would bring disaster. 'The public will swindle your eyes out,' they said, believing the public dishonest and unfair, because of their own excellent qualifications for the Ananias Club. Needless to say, the public met this declaration of confidence in its integrity with a high resolve to be worthy of it and the success of this policy has been demonstrated by its wide adoption since that time.

In the fourth place, honorable relations must at all times exist between buyer and seller regardless of the economic or social status of the former. War between the two was at an end. Henceforth, it became the function of the retailer to co-operate with the consumer in securing to the latter goods at a fair price rather than competing with her with the aim of trying to get the best of her. The interests of buyer and seller were recognized as mutual.

The struggle that this and other advocates

of the new philosophy of retail merchandising underwent with their competitors is a story in and of itself. Mankind has always scoffed at the inventor, whether of things or ideas, and men in 1876 were no exception. Some merchants even attempted to pass laws to eliminate what they considered "unfair" competition, as the progress of others in all ages has appeared "unfair" to those less capable of achievement. But like all revolutions that introduce better and more efficient methods of producing wealth, the industrial and retail revolutions were productive of permanent results. No one thinks of the far-reaching effects of the present methods of retailing because they have become common, but to these must be attributed the present social status of the retailer.

In this revolution of retailing methods some people have seen a new control established which the facts do not justify. It is the belief of many that competition has miserably failed as a selective and controlling factor in retail merchandising and must be replaced by co-operation. Nothing that has transpired in this field would warrant such an assumption. Co-operation has not *displaced* competition, it has merely *supplemented* it. Recognition on the part of retailers of certain vital characteristics of human nature, and the energy of leaders to enforce this recognition on others, has raised the plane of competition and placed it on a new level. New ideas compete with old ones and displace them, and are maintained by the energy liberated by their own activity. More and more the leaders in the field of retailing are recognizing the newer and more far-reaching demands of the public. Merchants are realizing that consumers are demanding experts in retailing who know their goods, understand in what situations they have the greatest utility and when they are the most effective. In other words, progressives in merchandising methods are objective thinkers and are endeavoring to give the service such as a higher educated public is requiring. Methods and policies adequate to meet the new requirements will become the possession of a few, and public opinion will enforce the ideas of the few on the many who serve the public in the capacity of retail merchants.

Not only has the attitude of retailers toward customers changed in the last generation, but almost within the last decade in the larger towns, retailers have changed their attitude toward the community itself; and this change in attitude, which is rapidly percolating into the smaller towns as well, is pregnant with a new life and energy for American communities that cannot be over-estimated in its influences on our national life.

From their very origin, our communities have been individualistic in character. That such should be true cannot be considered strange when it is realized that many of the towns in the Middle West are of still recent origin and contain pioneers or their children who have succeeded in creating a new world from the bare land itself. All the characteristics of self-sufficiency found in these world

builders are reflected in the worlds they have built. Each citizen has tended more or less to live unto himself. Each retailer has had a conception of his business as a unit separate from that of his competitor and from the town that included both. The theory of wealth-getting in retailing was known to all and well practiced. In short, it amounts to this: "Anything that helps my competitor injures me, and anything that helps me injures my competitor."

According to this policy, if one store was more up-to-date, had better salespeople and a better organization than another, this store would gain by maintaining such a situation. Hence, if new methods of store accounting, or ideas to further better selling, advertising or window decorating, became known to one merchant, he was careful to profit by them and keep them secret. Each retailer believed that he could progress further, the more backward his competitors remained. Each merchant tried to climb to success over the dead body of his opponent.

Many examples could be given illustrating to what extreme lengths this practice has been carried. Merchants have closely guarded their methods of doing business, their prices (wherever possible), their overhead expenses, gross sales, methods of accounting, etc.; competitors have "knocked" each other to customers and friends; enemies have been developed among unsuspecting third parties; school-boards and town officials have been influenced, and, sad to relate, even the church in some cases has become involved. Only to one who has made a study of many small communities can the results coming from this theory of doing retail business have its full meaning.

That such practices are as foolish and the theory back of them as fallacious as the theories and practices of merchants prior to 1876, no one after a little thought will deny. The practice resulting from the belief that the backwardness of one merchant was beneficial to other merchants has meant much loss to the retailers who believed it, to others less guilty and, most of all, to the welfare of the community itself.

A new realization of the retailer's function in the community is rapidly being realized. This is evidenced by the number of so-called community clubs that are now being organized, where formerly the commercial club seemed to be considered adequate to deal with business problems. In these meetings competitors rub elbows, gather information that is mutually helpful and learn to know one another as men—not as enemies (competitors).

Thru such and similar efforts the old business fallacies are being relegated to the background. It is being realized that a policy which helps to keep any producers in the community in a backward position is injuring the community, and that anything that injures the community is, in the long run, a bad thing for every one; notwithstanding the fact that some merchants may possibly be immediately benefited. The community view has been broadened, and the business view has had to develop itself contemporaneously.

THE MODERN EFFICIENCY MOVEMENT

As already indicated, much has been done in the last one hundred and fifty years to develop machine processes. In fact it is no exaggeration to say that more has been done in the last century and a half in the development of machine production than was done in the previous seven thousand years. Nevertheless, the struggle to perfect machinery in manufacturing, agriculture, mining and transportation, has tended to over-emphasize the mechanical element in industry as compared to another element not so tangible but equally important. This element is human nature.

Only within the last two decades has anything of importance been done toward the development of this vast field, and as yet, only a beginning has been made. Yet from the results already accomplished it may not be too much to say that with a century and a half of irrigation and development, this field will exhibit possibilities as yet undreamed of. At any rate, no matter what the future may hold in store for those industries developing and refining human processes, what has already been done is most worthy of notice. In this brief discussion space permits mention of only three of the most prominent achievements in age-long occupations.

Bricklaying, everyone will concede, is one of the oldest occupations. The laying of bricks was watched by keen observers and was deliberated on as intently as were any subtle ideas in religion or philosophy. It was found that in laying one brick an average of sixteen movements was made. Using the more skilled and intelligent workmen as subjects for experiments, it was found that the average number of movements in laying one brick could be reduced to five—an increase in efficiency of over 300 per cent.

To many it would seem that this remarkable achievement would immediately revolutionize bricklaying in the United States. Unfortunately, because of mankind's tendency to persist in doing things as they have been accustomed to do them, such is not the case. Gradually, however, this change in human process will widen its influences and set the standards for bricklaying.

When this much desired consummation is a fact the significance of its effects can scarcely be estimated. If brick buildings can be built at one-half or even one-third of the former labor cost, the price of such buildings must fall. If such buildings are cheaper, rents fall, overhead expenses in retail stores become less, hence retailers are able to sell goods at a lower price. Consumers (and all people are consumers, including the bricklayers themselves) would benefit by such a change in hand processes, while the probabilities are that the wages of bricklayers would be higher.

A second example of increasing the efficiency of the human element is seen in the experiments conducted by F. W. Taylor among the pig iron carriers at the Bethlehem Steel Works. The work of these laborers consisted of picking up iron pigs from piles and carrying them to flat cars where they were deposited in

stacks. Each laborer could load an average of 16 tons per day. After three years of observing this human process at work, Mr. Taylor devised more scientific handling which increased the average man's carrying capacity per day to 40 tons. Formerly the laborers received \$1.15 per day, while after the new human processes were worked out the men who would follow instructions received \$1.85 per day. Strange to say, the men who carried 40 tons by means of the new scientific methods were less fatigued at the end of the day's work than before.

A full account of the manner in which these experiments were conducted and the results obtained can be found elsewhere.* For the purposes of this article enough has been said if the reader realizes the great revolution that is now going on in human processes.

That great opportunities for bettering retail selling methods exist everywhere, very few observers of retail conditions will deny. Yet there are many salespeople and retailers who have become accustomed to certain ways of selling goods and handling customers, which are fundamentally wrong, but which are fixed in operation by habit and are apparently difficult to get away from. The old way is very often thought to be the best way. Experience has produced certain methods that have brought fair success and often there is a feeling of "let well enough alone."

Needless to say, if old methods were continuously followed regardless of changing conditions, no progress could be made. Generation after generation would become fixed in its thought and mental and industrial stagnation would result. The hope of present day industry and commerce is that the leaders, the thinkers, will make a careful study of present day retail selling methods and change their old ways of doing things whenever these old ways are found to be defective or inferior to new methods in getting results. The slogan of the business world is "to get results," and if the methods described in these articles are tried and found to be the "result getting kind" their justification will be assured. It is only fair to them to say that they have already been thru the crucible of experiment and from practical application have been found to be conducive to increased efficiency in selling. Many large stores have put the ideas into practice and are realizing increased sales therefrom.

The mechanics of retail stores have been well advanced; methods of window display, lighting, heating, store arrangement, fixtures and all other details of the store equipment have been given a great deal of careful thought looking toward greater efficiency, and they have reaped big returns. As yet, little has been done with the human element, the salesperson; and it is with the hope of stimulating interest and pointing out methods of betterment in this important field that these articles on salesmanship are offered.

*F. W. Taylor's "Scientific Management."

Author Gossip

SIEGFRIED SASSOON, one of the most promising of the younger English poets, is coming to the United States in February to give a series of readings from his published and unpublished poems.

H. G. WELLS is reported to be engaged upon a stupendous task which, when completed, will make a history of the world of some 350,000 words in length. How much of Wells and how much of world history will appear in the book remains to be seen.

ACCORDING to an announcement from the Lecture Bureau, another visitor of the coming winter will be Sir Oliver Lodge who plans to lecture on three subjects "The Reality of the Universe," "The Definition of Man," and "The Structure of an Atom." Patrick Macgill, English poet, also expects to visit this country within the coming twelvemonth.

LIEUT. CONINGSBY DAWSON, whose war books "Carry On," "Living Bayonets" and "Out to Win" have had so many readers, will return to New York in about a fortnight to begin at once a series of lectures and readings from his books dealing with his experiences in the war. His tour will last six months, taking him into every state in the Union.

DR. RICHARD GRELLING, whose anonymous book "I Accuse" aroused such comment and speculation in the early days of the war, continues his revelations in "The Crime," volumes III and IV of which have just appeared bearing the Doran stamp. Since peace negotiations Dr. Grelling has returned to Germany, his native land.

A CORRESPONDENT to Doubleday, Page & Co., wants to know what is going to happen to Christopher Morley as an author if the incipient agitation against tobacco continues. In his latest novel, "The Haunted Bookshop," Mr. Morley writes of no less than thirty pipes filled and ignited. Cigarettes are not greatly favored, but the mention made of characters standing in "clouds of tobacco smoke" or similarly surrounded with the evidence of smoking, makes a grand total of 48 nicotine references. Since the book is 288 pages long this means that the reader finds one smoke to every six pages.

THE VAST amount of work accomplished by Elizabeth Jordan, author of "The Girl in the Mirror" (Century) rather takes one's breath away. But as she asserts the work is never drudgery because she is always doing what she likes to do and because she has absolutely perfect health. Her twenty years of writing seem to have increased her remarkable vitality despite the fact that she works from fifteen to eighteen hours a day.

Organizing Reading Clubs

Grant's Book Shop of Utica, has found it profitable to take an aggressive interest in the organization of New Fiction Reading Clubs in the district of central New York which it serves. A special circular for this purpose is printed, listing the best titles of the new season, and everything is done to make it easy for interested people to start these groups for pleasure reading.

As the circular says: "For the price of one book you can have the privilege of reading ten, fifteen, twenty, or as many as there are members in your club. At the end of the reading season you retain the book you selected at the outset."

The machinery for such clubs can be very simple indeed. The cost of membership is the cost of one book plus the very slight cost of printing a list of members which shall be pasted inside the front cover of each book. The names of the members are listed in such

order as will make it most convenient for A to pass to B's house and B to C's house and so on round the circle.

The voluntary organizer of the club helps the members to select the title that they wish to start with and sees that no two select the same book. Then each member keeps his book a week and then passes it promptly on the following Saturday, or day agreed upon to the next member of the circle as listed inside the cover. Prompt passing of books is an essential for a successful club but as each member knows to whom he or she is to look for the next book the system usually becomes quickly perfected.

If members become more interested, an even better arrangement can be made by subscribing about \$4.00 each to the club and having one fiction and one non-fiction passed along, the varying prices on non-fiction being equalized by the flat rate of payment, a small committee selecting the books after receiving suggestions from members.

How Salespeople Can Manifest Courtesy of Interest

1. Be fully informed as to what the books are and where they are. Know content and edition as well as price.
2. Have the manner of interest, no matter who the customer is. Raise your eyes as customers approach you, even tho engaged. Walk toward them, if you are not busy, and expect to wait upon them. You will receive the attention you give.
3. Welcome questions—what you may consider a matter of course, your customers may not be familiar with at all—encourage and invite confidence.
4. Put yourself in their place. Use your imagination as to what they want and need, and help to select what is most suitable.
5. Do not humiliate by critical, absurd or personal questions, but offer helpful suggestions.
6. Stay with them while in the book department and direct them intelligently to other departments of the store.
7. Give credits cheerfully. If your store promises them, it is not your affair if merchandise is returned for credit. Try to replace the returned goods with others which will not be returned.
8. Have a courteous manner of address when referring to your customer to others in the department or store.
9. Be courteous to customers as you go thru the store. Give them preference in elevators and aisles. Make your own interests secondary.
10. Make only such promises as you can keep. A promise which you fail to make good or to explain satisfactorily were better not made.
11. Complete the courtesy already extended by another salesperson. Courtesy extended by one is often lost by neglect or lack of courtesy on the part of later service.
12. Do not neglect early or late customers. When once they are in the store they are your guests and should be treated as such.
13. Answer the telephone courteously. Don't let it ring even if you are busy. Give the telephone customer the courtesy of interest, too.

Adapted from the "Dry Goods Economist."

AMONG THE PUBLISHERS

J. J. BELL, the Scottish humorist, is again to the fore with a piece of drollery entitled "Just Jemima" which Revell is issuing.

SCRIBNER'S *Modern Poet Series* has been enriched by the addition of a new collected edition of W. E. Henley.

A GROUP of Hawaiian short stories by Jack London is an early fall offering of Macmillan under the title of "On the Makaloa Mat."

R. M. McBRIDE & Co.'s books for September include "Dope," a mystery novel, by Sax Rohmer, dealing with the drug traffic in London, and Robert Grime's book with the unusual title of "A Groatsworth of Wit Bought with a Million of Repentance."

"THE PROTESTANT," published by the Christian Century Press, is warranted a wide reading if the report that the country is turning to radical reading is true. In it Dr. Burris A. Jenkins, the author, flays not the churches but some things the churches are made to stand for by their leaders.

SIX NEW books which will come from the press of Harper & Bros. within the next two weeks are "Potash and Perlmutter Settle Things," by Montague Glass; "The Theatre Through Its Stage Door," by David Belasco; "The Great Desire," by Alexander Black; "Artemus Ward," by Don C. Seitz; "Bill Sewell's Story of T. R.," by William Wingate Sewell; "The Young Russian Corporal," by Paul Iogolevitch.

"THE WAR IN CARTOONS" which E. P. Dutton & Co. have just published, makes a war book that is both unique and interesting. Some twenty-seven of the eminent cartoonists of the United States are represented in its pages, among them being James Montgomery Flagg, Charles Dana Gibson, Edwin Marcus, Rollin Kirby, John T. McCutcheon, J. N. Ding and Lute Pease.

"OLD NEW ENGLAND DOORWAYS" by Albert G. Robinson (Scribner) ought to make an instant appeal to anyone with a drop of collector's blood in his veins. Mr. Robinson not only tells of his adventures as a collector in this line, but has included in his book one or more photographs of practically every variation of the different types of doorway.

"GOVERNMENT Organization in War Time and After" is the title of the latest book to be published by D. Appleton & Co. in their *Reconstruction series*. William Franklin Willoughby, Director of the Institute for Government Research is the author and Frederick P. Keppel, Third Assistant Secretary of War, has written an introduction to the volume.

"MARRIAGE WHILE YOU WAIT," I. E. Buckrose's new novel, ready this week, deals with an ante-war marriage situation in an approach which the woman writer is ample qualified to carry thru successfully.

AMONG the fall publications of Small, Maynard & Co. is "Inside Football," a practical study of every phase of the game written by Frank W. Cavanaugh for many years coach at Dartmouth and now at Boston University.

A DOZEN O. Henry short stories never before published in a popular edition are to be brought out early in October by Doubleday, Page & Co., under the appealing title "Waifs and Strays." Together with them appear anecdote, reminiscence and appreciation of the author.

THE HARPERS are to present Rupert Hughes in a new light, for his latest book "The Fairy Detective" which they will publish immediately is made up of American fairy tales which he tells for the delight of American children everywhere.

"THE LEAGUE of the Scarlet Pimpernel," Baroness Orczy's latest novel continuing the adventures of Sir Percy Blakeney is sure of a warm welcome from the many admirers of that famous Englishman of fiction. The book has just appeared from the house of Doran.

THOSE PERSONS who are interested in Shantung and other imminent problems of the Far East will be glad of H. M. Hyndman's new book "The Awakening of Asia" which Boni & Liveright have just published. Some chapters from this book have already appeared in the magazine *Asia* and in England the book is in its fourth edition.

IN these days when attention the world over is turning toward aerial achievement and its tremendous possibilities for the future, every alert boy with a taste for mechanics wants the facts about airplanes—their history, construction, varieties and uses. All of which is supplied in "The Boys' Airplane Book" by H. Frederick Collins, published recently by Stokes.

THE TITLE of Henri Barbusse's new book "Clarté" which E. P. Dutton & Co. are to bring out in this country as "Light," has been appropriated by a new society of thinking and progressive people in Paris as a name for their organization. According to a dispatch from Philip Gibbs, Barbusse's book was the inspiration for this movement which already claims 1200 supporters, among them such men as Anatole France, Bernard Shaw, H. G. Wells, Norman Angell, Blasco Ibáñez and Tagore.

A Good Reorder Method

The wrapper of a recent book of Harper & Brothers, "The Charm School," by Alice Duer Miller, shows a new idea that might be developed to be of real advantage to the retailer and publisher. A corner of the wrapper as it is turned inside is marked off with a dotted line, where it can be clipped without decreasing the cover's usefulness as the book is being wrapped for the customer. This coupon says "Bookseller's Reorder Coupon," and then gives the name of the book.

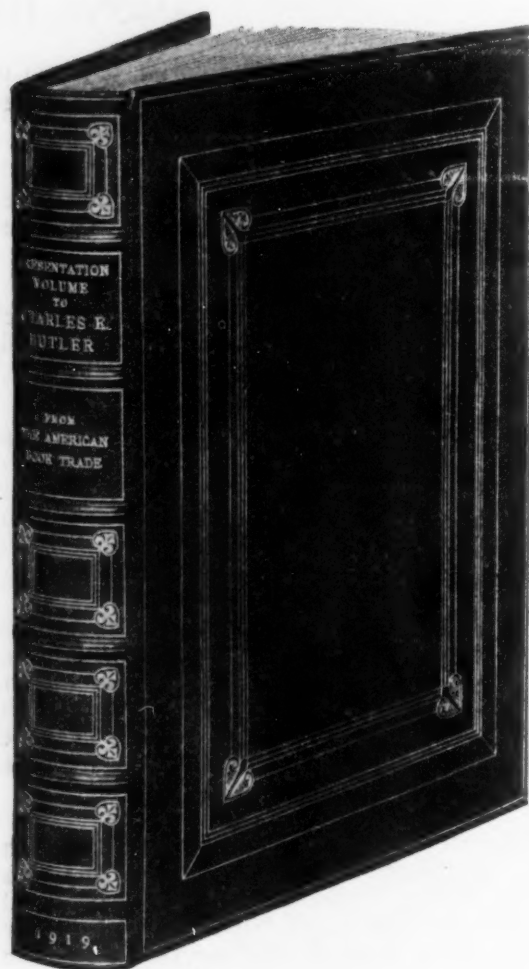
It is Harper's idea, which has already produced several reorders, that this will be a help to the retailer in making sure that a record is made when the last copy is sold. The clerk who makes such a sale simply clips this coupon, puts it on a spindle or in a box which, at the end of the day, goes to the order department. By this simple method the manager is warned that a good title has run out.

Bookbinding Materials Still High in England

Bookbinders are waiting very patiently to see the prices of materials decline, and the supply become more abundant, says the *British and Colonial Printer and Stationer*, but there are few signs of such an event happening at the moment. Leathers, indeed, are actually hardening considerably, and there is the utmost difficulty in securing the everyday grades of skin used in the binding room. The demand for pelts is so great that the manufacturer of light leathers for the trade is forced to bid extortionate prices or forego the opportunity of securing supplies. It is no secret that America and Central Europe are willing to go to any lengths to monopolize the leather market. Supplies are far too scanty to fill half the requirements of the world, and as a consequence prices will rule exceedingly high for a long time to come. Calfs are at an extortionate price, and are quite outside the bookbinder's reckoning. Goatskins and calf fleashes are finding wide application as substitutes for calf at about 2s. 6d. per foot. Anglo-russias are obtainable, but delivery is very slow, and the price works out about 4s. 6d. per square foot. Basils are procurable in limited quantity at 1s. 2d. to 1s. 4d. per square foot. Skivers have advanced slightly and are now quoted at 8½d to 1s. per square foot.

There is no decline in the prices of calico, mull, gold leaf, threads, and tapes, bookcloths or buckrams.

The Hampshire Bookshop in Northampton has taken over the second floor of its building and is fitting it up for extra sales room. The room will be so arranged that it is also available for readings and literary gatherings and Miss Dodd, the manager, has already arranged for a visit from Lord Dunsany this fall and for Vachel Lindsay and William Butler Yeats in the spring.



Mr. Butler Back at His Desk

The book-trade is glad to learn that after a long and much needed rest on the shores of New Jersey and by the lakes of Maine, Mr. Charles E. Butler, of Brentano's, president of the American Booksellers' Association has resumed his work at his Fifth Avenue desk.

Last spring Mr. Butler developed a persistent and aggravating bronchial cough which reduced his strength to a danger point and those who attended the Boston convention will remember that he carried his arduous duties thru by sheer strength of will. Perhaps, because of the extra strain of the convention or because nothing but absolute change could bring back the old vigor, Mr. Butler has taken a summer-long rest which has brought him back quite ready for the winter's work.

The tribute paid at the Boston convention to Mr. Butler's long unflagging service in bookselling interests was of so unusual a character that this time of his return seems appropriate for reproducing a photograph of the beautifully bound volume which was presented to him containing page by page the friendly tributes of his wide-scattered friends in the trade. At the same time a beautiful inscribed watch was given him. Tho, intimate and valuable as is a watch, it may be guessed that the bound volume shown above is the more prized possession of the two.

CHANGES IN PRICE

DOUBLEDAY, PAGE & CO.

How to Make Baskets, Mary White, \$1.50.
More Baskets and How to Make Them, Mary White,
\$1.50.

Larger Quarters for the Shanghai Bookstore

On August 1st the Chinese American Publishing Co., publishers and booksellers, moved from the familiar address at 26 Canton Road to large quarters on Shanghai's principal business street, Nanking Road, at number 25, where they occupy three stories. This business has its home office, the Lawyer's Co-operative Publishing Co. in Rochester, N. Y., with another branch office at Manila.

It is a strictly American bookstore with American service and a real bookstore atmosphere. In fact, the manager, Mr. George L. Treadwell, claims that the new store is patterned after successful American bookshops, like Paul Elder's and the Sunwise Turn.

The store has always made a specialty of business books, beside dealing in law books, medical, educational and scientific books, and is ready to take orders for any book in the *Trade List Annual*.

Obituary Notes

WILLIAM R. SPINNEY, senior traveler for Thomas Y. Crowell Co., died suddenly at the Ebbitt House, Washington, D. C., on September 23rd. Mr. Spinney, who was in the book business for fully fifty years, began as a clerk in a small store in Boston. In 1870 he took a position with the new firm of D. Lothrop & Co., and in 1877 became a traveler for that house, covering the whole country and Canada. In the early eighties he started in the jobbing business with W. B. Perkins under the firm name of Spinney & Perkins, in the Bible House, New York. This venture lasted but a brief period and in 1885 he became associated with the Crowells, and for thirty-four years was their representative on the Pacific Coast and in some of the principal cities of the East. He was one of the founders of the Booksellers' League and a member of the Board of Managers in its early days. His numerous friends in the trade recognized in him a quiet, lovable man, faithful in his work and loyal in his friendships.

Business Notes

CHICAGO, ILL.—The A. W. Shaw Company, publishers of the Shaw Standard Business Books, *System*, *Factory* and other magazines, has purchased east frontage on Cass Street, extending from Erie to Huron Streets, 218x120 feet, for a reported consideration of \$117,720. It is announced that the company will begin work on the construction of a new building at an estimated cost of \$200,000. The new structure will be two stories and basement, which, in addition to a modern working department, will contain a restaurant

for employees, recreation room, gymnasium, roof garden for summer rest room and offices for the company's physician.

MAYSVILLE, KY.—The book business of C. E. Dietrich is reported to have been purchased by Jacob Thomas.

NEW YORK CITY.—A new bookstore, the Religious Book Shop, intended as a center for the distribution and sale of religious literature, will open shortly at 349 Madison Ave. The Association Press is to act as the business agent of the new enterprise in which the interests of the individual publisher will be merged in the desire to bring together the books of all publishers.

SANDUSKY, O.—Geo. F. Windisch & Co. have been succeeded by C. F. Denzer Co.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912, OF THE PUBLISHERS' WEEKLY, published weekly at New York, N. Y., for October 1, 1919.

STATE OF NEW YORK,
COUNTY OF NEW YORK,

Before me, a Notary Public in and for the State and County aforesaid, personally appeared J. A. Holden, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the PUBLISHERS' WEEKLY and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher	R. R. BOWKER Co.
	62 West 45th St., New York.
Editor	R. R. BOWKER.
	62 West 45th St., New York.
Managing Editor	F. G. MELCHER.
	62 West 45th St., New York.
Business Manager	JOHN A. HOLDEN
	62 West 45th St., New York.

2. That the owners are:

R. R. BOWKER Co., 62 West 45th St., New York.
R. R. BOWKER, 62 West 45th St., New York.
A. H. LEYPOLDT, (Estate of) Scranton, Pa.
J. A. HOLDEN, 62 West 45th St., New York
S. B. LYND, Louisville, Ky.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: NONE.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

J. A. HOLDEN, Business Manager.

Sworn to and subscribed before me
this 18th day of September, 1919.

LILLIAN F. HAYES,

Notary Public, Kings Co., N. Y., No. 345.

Reg. No. 1156

(My commission expires March 30, 1921)

[Seal.]

Certificate filed in New York Co. No. 497.

New York Register No. 1450.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm.); D. (12mo: 20cm.); S. (16mo: 17½cm.); T. (24mo: 15cm.); Tt. (32mo: 12½cm.); Ff. 48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

American Academy of Arts and Letters

Commemoration of the centenary of the birth of James Russell Lowell, poet, scholar, diplomat, born in Cambridge, Mass., February 22, 1819, died in Cambridge, August 12, 1891; held under the auspices of the academy, February 19-22, 1919. 88 p. Q N. Y., Scribner \$2.50 n.

American Bureau of Engineering

The Ford standard electrical equipment; starting—lighting—ignition. 13+139 p. il. D [c. '19] Chic., Am. Bu. of Engineering, 1601 S. Michigan Ave. leath. \$2.50

Atwood, Albert William

Putnam's investment handbook; a stimulus and a guide to financial independence. 4+375 p. D [c. '19] N. Y., Putnam \$1.95 n.

Information for the novice concerning the practical and patriotic investment of money. Index. Author is a well-known economist and financial writer.

Barry, George Duncan

The inspiration and authority of Holy Scripture; a study in the literature of the first five centuries. 146 p. D (Handbooks of Christian literature) N. Y., Macmillan \$1.50 n.

Beach, Rex Ellingwood

Laughing Bill Hyde. 393 p. il. D (Copyright fiction) N. Y., Burt 75 c. n.

Bennett, Ida Dandridge

The making of a flower garden; with 4 diagrs. and 16 il. from photographs. 7+244 p. pls. D [c. '19] N. Y., Stokes \$1.75 n.

Practical hints and plans for having a successful flower garden. Index.

Berenson, Bernard

A Sienese painter of the Franciscan legend; 2 il. in collotype. 12+74 p. pls. O '10 [N. Y., Dutton] bds. \$3.50 n.

Essays dealing with Giotto and Sassetta as painters of the Franciscan legend. Index. Published in England in 1909.

Bible. New Testament

The Acts: an exposition, by Charles R. Erdman. 176 p. S c. Phil. [Preb. Bd. of Publication] 75 c. n.

Bland, John Otway Percy

Houseboat days in China; il. by W. D. Straight; front. by Mrs. Ronald Macleod. 8+289 p. il. map D N. Y., Doubleday, Page \$2 n.

Essays on the fascinating occupation of houseboating on the rivers of China.

American law reports, annotated. v. 1-2. 1777; 1815 p. San Francisco, Bancroft-Whitney; Rochester, N. Y., Lawyers' Co-operative Pub.; Northport, L. I., E. Thompson Co. ea. \$7.50

Andrews, Harriet U.

The diary of a deaf child's mother; a prize essay. 31 p. il. por. O (Reprints of useful knowledge, no. 254) Wash., D. C., Volta Bu., 35th St. & Volta Pl., N.W. pap. 50 c.

Arnold, John Paul

Die selbstherstellung der hausgetraenke und essige; theoretische auleitung und praktische verfahren; mit über 200 rezepten. 192 p. il. Chic., J. P. Arnold, 6320 N. Hermitage Ave. \$1.25

New edition in German of author's "Home-made beverages and vinegars."

Barnes, William, M.D., and McDunnough, James Halliday

Illustrations of the North American species of the genus *Catocala*. 47 p. 22 pls. (part col.) F (Memoirs v. 3, pt. 1) '18 N. Y., Am. Mus. of Natural Hist. pap. \$9

Berlitz, Maximilian Delphinus

(Nippon go Kyo Kwa shio.) 132+13 p. O N. Y., M. D. Berlitz, 28 W. 34th St. \$3

Onderwijs in de moderne talen; Nederlandsch boek. 8+167 p. O c. N. Y., M. D. Berlitz \$1.75

Polska metoda; nauczanie nowozytnych jezyków; polska ksiazka. 4+131 p. O c. N. Y., M. D. Berlitz \$1.75

Svensk bok. 4 uppl. O N. Y., M. D. Berlitz \$1.75

Undervisning i de levende sprog. Den danske de levende sprog. Den danske del. 2 udg. O c. N. Y., M. D. Berlitz \$1.75

Berlitz, Maximilian Delphinus, and Penchenier, Henri

Kniha ceská; Berlitzova metoda pro vyučování živym recem; díl cesky. Evropské vydání. 183 p. O c. N. Y., M. D. Berlitz \$1.75

Bible. New Testament

Bethlehem's gift; arranged by Margaret Free; il. by Jessie Arms Botke. 22 p. il. S Chic., R. F. Seymour 25 c.

Bonney, Rev. Thomas George, ed.

Annals of the Philosophical Club of the Royal Society; written from its minute books. 10+286 p. O N. Y., Macmillan \$5.50 n.

Bottome, Phyllis

A servant of reality; il. by Norman Price. 454 p. pls. col. front. D c. N. Y., Century Co. \$1.75 n.

Present-day story having its setting in the English country-side.

Bower, Frederick Orpen, and others

Lectures on sex and heredity, delivered in Glasgow, 1917-18. 6+119 p. il. D N. Y., Macmillan \$2 n.

Study of the leading facts relating to sex in plants and animals.

Brady, Cyrus Townsend

By the world forgot. 344 p. il. D (Copy-right fiction) N. Y., Burt 75 c. n.

Briggs, Martin Shaw

Through Egypt in war time. 280 p. il. maps O N. Y., Stokes \$5 n.

Cabell, James Branch

Jurgen; a comedy of justice. 368 p. D c. N. Y., McBride \$2 n.

Fantastic tale of the wanderings of Jurgen, poet and pawnbroker, and of his search both in his own past and thruout the universe, for justice.

Cameron, James R.

Instruction of disabled men in motion picture projection; an elementary text book. 12+140 p. il. diagrs. D '19 c. '18 N. Y., Red Cross Institute for Crippled and Disabled Men pap. \$2

Carnegie Library. Pittsburgh

Lampblack; a bibliography. 8 p. O Pittsburgh, Pa., Carnegie Lib. pap.

Carpenter, Rev. S. C.

Christianity according to S. Luke. 12+239 p. O N. Y., Macmillan \$3.75 n.

Discussion of the historical, doctrinal and exegetical problems of the Gospel of Luke. Index.

Chauvelot, Robert

Parvati; a romance of present-day India; tr. by Helen Davenport Gibbons. 288 p. col. front. D c. N. Y., Century Co. \$1.50 n.

Bororaz, Vladimir Germanovich

Tales of Yukaghir, Lamut, and Russanized natives of Eastern Siberia 148 p. O (Anthropological paps. v. 20, pt. 1) '18 N. Y., Am. Mus. of Natural Hist., pap. \$1.50

Broom, Robert

The evidence afforded by Boskop skull of a new species of primitive man (*Homo capensis*). 63-79 p. O (Anthropological paps. v. 23, pt. 2) '18 N. Y., Mus. of Natural Hist. pap 25 c.

Bruhn, Martha Emma

Manuel de lecture sur les lèvres pour les soldats, les marins et les personnes atteints de surdité ou pour ceux qui ont l'oreille dure. 32 p. il. por. O Wash., D. C., Volta Bu. pap. 80 c.

Bulkley, Lucius Duncan

The medical treatment of cancer. 386 p. diagrs. (1 fold.) D c. Phil., F. A. Davis Co. \$2.75 n.

Caffrey, Donald John, and Barber, George W.

The grain bug [(*Pentatoma*) *Chlorochroa sayi* Stall] 35 p. il. O (U. S. Dept. of Agric. bull. 779) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Story of an artist engaged to paint a portrait of Parvati, the wife of the powerful maharajah of Jey-pore and who falls in love with her in spite of the punishment of torture and death which hangs over him.

Chemical Engineering Catalog. Editorial Staff, comp. and ed.

The condensed chemical dictionary; a reference volume for all requiring quick access to a large amount of essential data regarding chemicals and other substances used in manufacturing and laboratory work. 525 p. O c. N. Y., Chemical Catalog Co., 1 Madison Ave. \$5; limp. cl. with thumb index \$6

Clarke, Isabel Constance

The deep heart. 382 p. O c. N. Y., Benziger \$1.50 n.

Story of Italy.

Clemenceau, Georges Eugène Benjamin

The strongest (les plus fort). 317 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

Story of the battle of two men over the soul of a woman.

Coles-Finch, William, and Hawkes, Ellison

Water in nature. 308 p. il. col. front. O N. Y., Stokes \$2.50 n.

Compston, Herbert Fuller Bright, ed.

The inscription of the stele of Mesa, commonly called the Moabite stone; the text in Moabite and Hebrew with translation. 16 p. D (Texts for students, no. 9) N. Y., Macmillan pap. 20 c.

Conn, Herbert William, and Budington, Robert Allyn

Advanced physiology and hygiene for use in secondary schools. Rev. ed. 437 p. il. D (Conn ser. of physiologies) c. Bost., Silver, Burdett \$1.32

Crime (The) (Das verbrechen); by a German, the author of "I accuse!"; tr. by Alexander Gray. v. 3, War-aims. 377 p. O [c. '19] N. Y., Doran \$2.50 n.

Continues author's examination of the documents issued by the various governments in regard to war aims and territorial questions. Index.

California. District Court of Appeal

Repts. (R. V. Whiting). v. 36. 931 p. San Francisco Bancroft-Whitney \$3

California. Supreme Court

Repts. (R. V. Whiting) v. 177 967 p. San Francisco, Bancroft-Whitney \$3

California statutes and amendments to the codes passed at the 43rd session of the legislature, 1919. 1693 p. San Francisco, Bancroft-Whitney \$5.45

Columbia's war work. 32 p. il. D '18 N. Y. 32 p. il. D '18 N. Y., Columbia Univ., Alumni Federation gratis.

Craigheten, L. A.

The practice of idolatry, written 1914. 40 p. O [c. '19] [San Francisco, Taylor & Taylor, 404 Mission St.] 50 c.

Culver, L. A.

Radio telephony-telegraphy simply explained. 48 p. S [c. '19] N. Y., Iono-craft Pub., Empire Theatre Bldg., 40th St. & Broadway pap. 50 c.

Dale, Robert William

Christian doctrine. 338 p. D N. Y., Doran \$1.50 n.

Daugherty, Robert Long

Hydraulics. 2d ed. 267 p. il. O N. Y., McGraw-Hill \$2.50

Documents and statements relating to peace proposals and war aims (December, 1916-November, 1918); with an introd. by G. Lowes Dickinson. 31+259 p. O N. Y., Macmillan \$3 n.

Doyle, Sir Arthur Conan

The doings of Raffles Haw; and other stories. 199 p. D [c. '91-'19] N. Y., Doran \$1.50 n.

Contents: The doings of Raffles Haw; The Red-headed League; The Boscombe Valley mystery.

Du Bois, Mary Constance

Comrade Rosalie; il. by A. D. Rahn. 473 p. pls. D c. N. Y., Century Co. \$1.50 n.

Story of a little girl in northern France during war-time.

Eagle, Solomon, pseud.

Books in general. 256 p. D N. Y., A. A. Knopf \$2 n.

Selections from a series of weekly contributions to the *New Statesman*, London. Includes such topics as: An eminent Baconian; Mrs. Barclay sees it through; The depressed philanthropist; Moving a library; Was Cromwell an alligator?

Edwards, Loren M.

The spectrum of religion. 159 p. D [c. '19] N. Y. and Cin., Meth. Bk. Concern 75 c. n.

Discussion centering about the replies to the questionnaire, "What is your idea of religion?" which was sent to some two hundred people of all sorts and conditions.

Ferrar, William John

The early Christian books; a short introduction to Christian literature to the middle of the second century; with a foreword by the Bishop of London. 19+108 p. (2½ p. bibl.) tabs. D (Handbooks of Christian literature) N. Y., Macmillan \$1.40 n.

Footner, Hulbert

The substitute millionaire. 350 p. D [c. '19] N. Y., Doran \$1.50 n.

Mystery story dealing with eighty million dollars and a mysterious criminal band.

Foster, Eugene Clifford

The senior boy. 57 p. D c. Phil. [Presb. Bd. of Publication] bds. 50 c. n.

Fox, R. Hingston, M.D.

Dr. John Fothergill and his friends; chapters in eighteenth century life. 24+434 p. pls. pors. facsm. O N. Y., Macmillan \$7.50 n.

Account of the life and influence of Dr. John Fothergill, London physician and scientist, who died in 1780. Index.

Graves, Henry Solon

Lumber export and our forests. 15 p. O (U. S. Dept. of Agric. circ. 140) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Graves, Henry Solon, and Nelson, Edward William

Our national elk herds; a program for conserving the elk on national forests about the Yellowstone

Fraser, William Alexander

Bulldog Carney. 306 p. D [c. '19] [N. Y., Doran] \$1.50 n.

Story of romance and adventure in the great Northwest.

French, Thomas Ewing, and Svensen, Carl Lars

Mechanical drawing for high schools; a text with problem layouts. 8+221 p. il. O N. Y., McGraw-Hill \$1.25

Gask, Lilian

A treasury of animal stories. 123 p. pls. D [n. d.] N. Y., Crowell 50 c. n.

Gibbons, Herbert Adams

The new map of Asia (1900-1919). 14+571 p. maps (part fold.) O c. N. Y., Century Co. \$2.50 n.

Discusses economic and political conditions in Asia, sketches the historical background of the various countries and gives an account of the modern diplomatic contests of European nations for land and trade in Asia.

Giles, Alex F.

The Roman civilization. 160 p. il. O N. Y., Stokes \$3 n.

Gould, Nathaniel

Fast as the wind. 265 p. D (Copyright fiction) N. Y., Burt 75 c. n.

Harris, Charles, D.D.

The creeds and modern thought; can theology be progressive while the faith remains unchanged?; a paper used at Christ Church, Oxford, before the Nicene and Origen societies on December 5th, 1918, to which are added brief notes on the discussion. 61 p. D N. Y., Macmillan 90 c. n.

Harris, Credo Fitch

Where the souls of men of calling. 298 p. il. D (Copyright fiction) N. Y., Burt 75 c. n.

Hayden, Arthur

Chats on Royal Copenhagen porcelain. 360 p. il. O N. Y., Stokes \$3.50 n.

Hearnshaw, Fossey John Cobb

Democracy at the crossways; a study in politics and history with special reference to Great Britain. 15+511 p. O N. Y., Macmillan \$8 n.

Hearnshaw, Fossey John Cobb, ed.

Select extracts from chronicles and records relating to English towns in the Middle Ages; with introd., notes and glossary. 63 p. D (Texts for students, no. 8) N. Y., Macmillan pap. 30 c. n.

National Park. 34 p. il. O (U. S. Dept. of Agric. circ 51) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

Hall-Morse Insurance Company

Fire prevention suggestions. 16 p. S [n. d.] N. Y., Hall-Morse Co., 128 Williams St., pap. gratis

Hedges, M. H.

Iron city. 318 p. D c. N. Y., Boni & Liveright \$1.75 n.

Novel centering about the development of John Cosmos, an instructor in a mid-Western college and having as its theme the awakening of provincial America to a new world order.

Hendryx, James Beardsley

The gun brand. 417 p. il. D (Copyright fiction) N. Y., Burt 75 c. n.

Hirtzel, Sir Arthur

The church, the empire, and the world; addresses on the work of the church. 13+128 p. D N. Y., Macmillan \$1.50 n.

Addresses dealing mainly with certain aspects of the foreign work of the church.

Hobbs, George William, and others

The gasoline automobile. 2d ed. 480 p. il. O N. Y., McGraw-Hill \$3

Horstmann, Henry Charles, and Tousley, Victor Hugo

Electric motor control systems and methods; a collection of practical diagrams and descriptions of the many methods employed. 371 p. il. tabs. diagrs. S [c. '19] Chic., Drake \$1.50

Hudson, William Henry

A short history of French literature; with memoir of the author by A. A. Jack. 19+305 p. por. D [N. Y., Macmillan] \$2.25 n.

Index. Author was staff lecturer in literature to the University Extension Board, University of London.

Hyndman, Henry Mayers

The awakening of Asia. 8+280 p. O c. N. Y., Boni & Liveright \$2 n.

Interpretative and analytical study of present day conditions in China, Japan, India and Asiatic Russia. Index.

Jenks, Arthur Whipple, D.D.

The American Episcopal church interpreted for English churchman. 117 p. il. map D N. Y., Macmillan \$1.40 n.

Author is professor of ecclesiastical history in the General Theological Seminary, New York City.

Jones, Rev. D. Ambrose

Philosophic thought and religion. 59 p. D N. Y., Macmillan 80 c. n.

Non-technical exposition of the attitude of great philosophers toward religion.

Karnell, Minnie K. L.

The Home department. 96 p. (3 p. bibl.) D c. Phil. [Presb. Bd. of Publication] bds. 50 c. n.

Kummer, Frederic Arnold, and Christian, Mary

Peggy-Elise. 330 p. front. D c. N. Y., Century Co. \$1.50 n.

Idaho, Supreme Court

Repts. (I. W. Hart) v. 31. 928 p. San Francisco, Bancroft-Whitney \$3.75

Jones, Fred Reuel

The leaf-spot diseases of alfalfa and red clover caused by the fungi *Pseudopeziza medicaginis* and *Pseudopeziza trifolii*, respectively 38 p. il. pls. O (U. S. Dept. of Agric. bull. 759) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

Novel of artist life in Paris centering about a half-French, half-American girl who, forced by the war to earn her living, poses as an artist's model.

Lavarre, William J.

Up the Mazaruni for diamonds. 14+139 p. pls. map D c. Bost., M. Jones Co. \$1.50 n.

Boys' story of a canoe voyage in South America.

Lehman, Friedrich Johann

The analysis of form in music. 65 p. music O [c. '19] Oberlin, O., A. G. Comings & Son \$1.25 n.

Index. Author is professor of theory, Oberlin Conservatory of Music.

Leonard, Bp. Adna Wright

Evangelism in the remaking of the world. 197 p. D (Univ. of So. Cal. New era lecture-ship—first ser.) [c. '19] N. Y. and Cin., Meth. Bk. Concern \$1 n.

Partial contents: The preacher and evangelism; Evangelism and young people; Evangelism in social service; Safeguards of evangelism.

Lewis, Clarence Irving

A survey of symbolic logic. 6+406 p. (17 p. bibl.) diagrs. Q (Semicentennial pubs.) '18 Berkeley, Cal., Univ. of Cal. \$3

Partial contents: The development of symbolic logic; The classic or Boole-Schröder algebra of logic; Systems based on material implication; The system of strict implication. Index.

Lincoln, Joseph Crosby [Joe Lincoln, pseud.]

Extricating Obadiah. 381 p. il. D (Copyright fiction) N. Y., Burt 75 c. n.

Lossky, N. O.

The intuitive basis of knowledge; an epistemological inquiry; auth. tr. by Nathalie A. Duddington; with a preface by G. Dawes Hicks. 29+420 p. O N. Y., Macmillan \$5.75 n.

Partial contents: The dogmatic assumptions of pre-Kantian empiricism; The dogmatic assumptions of pre-Kantian rationalism; Knowledge as judgment; The characteristic features of the institutional theory. Index. Author is professor of philosophy, University of Petrograd.

Lunt, Howard Leslie

Practical studies in sentence analyses. Special ed. 9+126 p. D [c. '19] Los Angeles, Cal., H. L. Lunt, Univ. of So. Cal. \$1.25

Revision and enlargement of author's former work entitled "A Study of the English Sentence."

Lynd, Robert

Old and new masters. 249 p. O N. Y., Scribner \$3.75 n.

Literary criticisms of Jane Austen, Browning, Henry James, Shaw, Conrad, Turgenev, Kipling, Hardy, Lady Gregory and others by a well-known English critic.

Knowles, Morris

Fair average prices in cost of reproduction and the trend of prices after the war. 15 p. diagrs. O c. [Phil., Automatic Pr. & Stationery Co., 826 Arch St.] pap. gratis

Kunz, George Frederick

Platinum; with especial reference to Latin America. 24 p. il. O '18 Wash., D. C., Gov. Pr. Off.

McClure, Royal Alfred

Lectures of interest to women; for mothers and nurses. 463+10 p. il. pl. Q [c. '19] Seattle, Wash., Seattle Maternity Hospital \$5

Macfadden, Bernarr Adolphus

Making old bodies young; lessons in building vitality and nerve force and in the art of postponing old age. 16 booklets D c. N. Y., Physical Culture Pub., 119 W. 40th St. \$5

McLaren, A. D.

Germanism from within. New and rev. ed. 12+383 p. O N. Y., Dutton \$5 n.

Malden, Richard Henry

The Old Testament; its meaning and value for the church today. 13+246 p. D N. Y., Macmillan \$2.25 n.

Index. Author was principal of Leeds Clergy School, England.

Nathan, George Jean

Comedians all. 267 p. D c. N. Y., A. A. Knopf \$2 n.

Points out that the prevailing thought in American criticism dealing with the theatre and drama is at bottom insecure and false.

New York [State] Library

Best books of 1918; selected for a small public library. 64 p. O (Bulletin 682) Albany, N. Y., Univ. of State of N. Y. pap.

Nitchie, Edward Bartlett

Lip-reading, principles and practice; a hand-book for teachers and for self instruction. Rev. ed. 14+324 p. front. D c. '12-'19 N. Y., Stokes \$1.75 n.

Norris, Kathleen Thompson [Mrs. Charles Gilman Norris]

Sisters; il. by Frank Street. 342 p. col. front. pls. D c. Garden City, N. Y., Doubleday, Page \$1.60 n.

Romance laid in the California redwoods.

Norton, Roy.

Drowned gold; being the story of a sailor's life. 268 p. pls. D c. '17-'19 Bost., Houghton Mifflin \$1.65 n.

Adventure story of sunken treasure and the struggle for its recovery.

O'Brien, Frederick

White shadows in the South Seas. 14+450 p. pls. pors. O c. N. Y., Century Co. \$4 n.

Account of a year's residence among the cannibals of the Marquesas Islands of the South Seas. Author is editor, Manila Times.

Oglevee, Louise M.

The beginners department. 94 p. D c. Phil. [Presb. Bd. of Publication] bds. 50 c. n.

Onions, Berta Ruck [Mrs. Oliver Onions]

The three of hearts. 268 p. il. D (Copyright fiction) N. Y., Burt 75 c. n.

Oppenheim, Edward Phillips

The malefactor. 304 p. il. D (Copyright fiction) N. Y., Burt 75 c. n.

Orczy, Emmuska, Baroness

The League of the Scarlet Pimpernel. 309 p. D [c. '19] N. Y., Doran \$1.60 n.

Tales of danger and romance in the days of the French Revolution. *Partial contents:* Sir Percy explains; A question of passports, Two good patriots; The old scarecrow.

Oxenham, John

"All clear!" A book of verse commemorative of the great peace. 88 p. S [c. '19] N. Y., Business Press, 235 William St. 50 c.

Pertwee, Roland

The old card. 8+274 p. D N. Y., Boni & Liveright \$1.60

Humorous story of the stage centering about an actor of the old school and his adopted daughter, a motion-picture actress.

Phelan, Rev. John J.

Pool, billiards and bowling alleys, as a phase of commercialized amusements in Toledo, Ohio; foreword by D. H. Johnston. 195 p. D (Social surveys) c. Toledo, O., Little Book Press, 1915 Jefferson Ave. \$1.50

Phillips, Ethel Calvert

Wee Ann; a story for little girls. 134 p. col. pls. O c. Bost., Houghton Mifflin \$1.25 n.

Porter, Gene Stratton [Mrs. Charles Darwin Porter]

Homing with the birds; the history of a lifetime of personal experience with the birds. 15+381 p. il. pors. O c. Garden City, N. Y., Doubleday, Page \$2 n.

Intimate glimpses into the family life of the birds.

Putnam, Mrs. Nina Wilcox

Believe you me! 300 p. D [c. '19] N. Y., Doran \$1.50 n.

Humorous narrative dealing with Marie, of "dancing specialties," her mother, retired trapeze performer, an aviating fiancé and a variety of stage stars.

Reynolds, Mrs. Opal Pierce

Key to French pronunciation. 9 p. O [c. '19] [San Francisco, Hughes Press, 2036 Polk St.] pap. 50 c.

Richmond, Grace Louise Smith [Mrs. Nelson Guernsey Richmond]

Red Pepper's patients. 285 p. il. D (Copyright fiction) N. Y., Burt 75 c. n.

Rideout, Henry Milner

The Siamese cat. 222 p. D '19 c. '07 N. Y., Duffield \$1.35 n.

Re-publication of a book which appeared some years ago

Robins, Elizabeth [Mrs. George Richmond Parkes] [C. E. Raimond, pseud.]

The messenger; with il. by George Giguère. 426 p. pls. D c. '18-'19 N. Y., Century Co. \$1.60 n.

Story revolving about a clever spy serving as governor in an English family.

Robinson, William Josephus, ed.

Sexual truths versus sexual lies, misconceptions and exaggerations. 400 p. O c. N. Y., Critic & Guide Co. \$4

Scoville, Samuel, jr.

Boy scouts in the wilderness; il. by Charles Livingston Bull. 275 p. pls. D c. N. Y., Century Co. \$1.50 n.

Story of how a camp of Boy Scouts met a challenge made by a cynical millionaire lumber king and made good.

Seaman, George W.

Progressive steps in architectural drawing; a step-by-step method for student draughtsmen, together with details of construction and design; to be used as a text-book in the draughting courses in high schools, technical schools, etc., and as a reference book in architectural offices. 63 p. il. Q [c. '19] Peoria, Ill., Manual Arts Press \$1.25

Sears, Joseph Hamblen

The career of Leonard Wood. 272 p. por. D c. N. Y., Appleton \$1.50 n.

Sketch of the life of General Wood, giving anecdotal pictures of him as doctor, Indian fighter, soldier, administrator, organizer and head of the United States Army.

Sherman, Frederic Fairchild

American painters of yesterday and today. 80 p. il. D c. N. Y., F. F. Sherman, 1790 Broadway \$2.50 n. (500 copies)

Shores, Venila Lovina

The Hayes-Conkling controversy 1877-1879. 216-279 p. O (Studies in history v. 4, no. 4) Northampton, Mass., Smith Coll. pap. 75 c.

Sites, Evelyn Worthley

Mook; true tales about a Chinese boy and his friends; introd. by Frank M. McMurry. 130 p. pls. pors. D [c. '18] West Medford, Mass., Central Committee on the United Study of Foreign Missions 50 c.; pap. 30 c.

Smith, George Gregory

Scottish literature; character and influence. N. Y., Macmillan \$3.25 n.

Ten essays in criticism dealing with Scottish literature. Index.

Smith, Henry Justin

The other side of the wall; il. by Clinton Pettee. 342 p. pls. D c. Garden City, N. Y., Doubleday, Page \$1.60 n.

Story of a prosperous American family who lose their fortune but find happiness.

Squire, Jack Collings

Poems, first series. 115 p. O c. N. Y., A. A. Knopf bds. \$1.50 n.

Statesman's (The) year-book; statistical and historical annual of the states of the world for the year 1919; ed. by Sir John Scott Keltie and M. Epstein. 56th annual publication, rev. after official returns. 52+1476 p. D N. Y., Macmillan \$6.50 n.

Story (The) of a lover. 201 p. D c. N. Y., Boni & Liveright \$1.50 n.

Love experiences of a super-sensitive man told in the form of an autobiography.

Taylor, James Monroe

The life and letters of James Monroe Taylor; the biography of an educator, by Elizabeth Hazelton Haight. 11+391 p. pls. pors. O N. Y., Dutton \$3.50 n.

Biography and letters of James Monroe Taylor, president of Vassar College, 1886 to 1914. Index.

Thomson, John Arthur

Secrets of animal life. '6+325 p. D c. N. Y., Holt \$2.50 n.

Collection of short studies in natural history. Index. Author is regius professor of natural history, University of Aberdeen.

Tietjens, Mrs. Eunice Hammond

Body and raiment [verse]. 84 p. D c. N. Y., A. A. Knopf bds. \$1.25 n.

Most of poems have appeared in various magazines.

Titus, Harold

Bruce of the Circle A. 294 p. il. D (Copyright fiction) N. Y., Burt 75 c. n.

Tractate Sanhedrin; Mishnah and Tosefta; the judicial procedure of the Jews as codified towards the end of the second century A.D.; tr. from the Hebrew with brief annotations by Herbert Danby. 148 p. D (Translations of early documents). N. Y., Macmillan \$1.90 n.

Tuttle, Mrs. Florence Guertin

Women and world federation; with a foreword by William H. Taft. 250 p. D N. Y., McBride \$1.60 n.

Van Dyke, Henry, and others, eds.

A book of Princeton verse, II. 196 p. D c. Princeton, N. J., Princeton Univ. Press \$1.50 n.

Van Slyke, Lucille Baldwin [Mrs. George Martin Van Slyke]

Little Miss By-the-Day; with a front. in col. by Mabel Hatt. 304 p. D [c. '19] N. Y., Stokes \$1.50 n.

Story of Felicia Day who up to her seventeenth year has been kept in seclusion and then returns to her childhood home in Brooklyn to struggle with taxes and mortgages.

Vizetelly, Ernest Alfred

Paris and her people. 316 p. front. O N. Y., Stokes \$4.50 n.

Walsh, George Ethelbert

The Boy vigilantes of Belgium; il. by Edwin F. Bayha. 307 p. pls. D c. '18-'19 N. Y., Century Co. \$1.50 n.

Story of an American boy in Belgium during war time who organizes a secret society among the boys of that country and with his comrades is able to render great service to King Albert.

Waugh, Arthur

Tradition and change; studies in contemporary literature. 8+303 p. D N. Y., Dutton \$3 n.

Literary studies. *Partial contents:* The new poetry; The tragedies of Arthur Symonds; The imagists; The Swinburne letters; The new realism; The art of Henry James; Joseph Conrad and the discipline of fear. Index.

Webster, Edward Harlan

English for business as applied in commercial, technical, and other secondary schools. 88 p. D [c. '19] N. Y., Newson & Co. [73 Fifth Ave.] 25 c.

Wilkinson, Louis Umfreville

Brute gods. 355 p. D c. N. Y., A. A. Knopf \$2 n.

Novel dealing with the tragedy of the passing of love.

Willink, M. D. R.

Utopia according to Moses; a study in the social teaching of the Old Testament. 184 p. D N. Y., Macmillan \$2 n.

Story of an imaginary visit to a Hebrew commonwealth where the law of Moses is observed properly.

Willsie, Honoré McCue [Mrs. Henry Elmer Willsie]

Lydia of the pines. 357 p. il. D (Copyright fiction) N. Y., Burt 75 c. n.

- Aiken, Conrad. The ivory tower. 12° \$1.75 n. Knopf
- Aikman, Henry G. The groper. \$1.60 n. Boni & L.
- Air service boys ser. See Beach, Chas. Amory.
- Aircraft. David, E. J. \$3 n. Scribner
- Aircraft, Opportunities in. Lamont, G. 75 c. n. Harper
- Airplane book, The boys'. Collins, A. F. \$1.50 n. Stokes
- Airplane photography. Ives, H. E. \$2 n. Lippincott
- Akins, Zoë. Cake upon the waters. il. 12° \$1.35 n. Century
- Alaska: Our beautiful Northland of opportunity. Burr, A. R. \$4 Page Co.
- Alden, Raymond M. Essays of the Early Nineteenth Century. \$1 n. Scribner
- Aldrich, Mildred. When Johnny comes marching home. 12° \$1.35 n. Small, M.
- Alex the great. Witwer, H. C. \$1.75 n. Small, M.
- Alexander, Hartley Burr. Mythology of all races. v. II. \$6; \$25 M. Jones
- Algebra, Second course in. Ford, W. B. Macmillan
- Alice in beeland. Roy, L. E. \$1 Cupples & L.
- All roads lead to Calvary. Jerome, J. K. \$1.75 n. Dodd, M.
- Allegra. Harker, A. L. \$1.60 n. Scribner
- Allen, Anne Elizabeth. Stories of wakeland and dreamland. il. 75 c. M. Bradley
- Allen, Frederick J. Advertising as a vocation. 12° \$2 n. Macmillan
- Allen, Grant. New eds. il. 12° ea. \$1.75 n. Paris, Venice, Classical Rome, Christian Rome. Stokes
- Allen, F. Sturges. Allen's synonyms and antonyms. Harper
- Allen, Philip Schuyler. Spanish without a teacher—French without a teacher—German without a teacher. Drake
- Almosts. The: a study of the feeble-minded. MacMurchy, H. \$1.50 n. Houghton M.
- Along the friendly way. Ludlow, J. M. \$2 n. Revell
- Along the trail; To the end of the trail. Hovey, R. \$2 n. Duffield
- "Alpha of the Plough." Leaves in the wind. \$2.50 n. Dutton
- Altsheler, Jos. A. The sun of Quebec. 12° \$1.50 n. Appleton
- Aluminum: its history, occurrence, properties, metallurgy, and applications. Including its alloys. New ed. Baird
- Amazing city, The. Macdonald, J. F. \$2.50 n. Lippincott
- Amazing interlude, The. Rinehart, M. R. 75 c. n. Grosset & D.
- Ambassador Sharp's story. Sharp, W. G. il. 8° \$3 n. Harper
- Ambition. Marden, O. S. 75 c. n. Crowell
- America. Addresses in: 1919. Galsworthy, J. \$1.25 n. Scribner
- America, The Chronicles of. ea. \$3.90; \$195 set. Yale Univ.
- Contents: Richman, I. B. The Spanish Conquerors—Huntington, T. The red man's continent—Andrews, C. M. The fathers of New England—Goodwin, M. W. Dutch and English on the Hudson—Fisher, S. G. The Quaker colonies—Andrews, C. M. Colonial folkways—Wrong, G. M. Washington and his comrades in arms—Farrand, M. The fathers of the Constitution—Johnson, A. Jefferson and his colleagues—Corwin, E. S. John Marshall and the Constitution—Paine, R. D. The fight for a free sea—Skinner, C. L. Pioneers of the old Southwest—Ogg, F. A. The old Northwest. Ogg, F. A. The reign of Andrew Jackson—Hulbert, A. B. The paths of inland commerce—Skinner, C. L. Adventurers of Oregon—Bolton, H. E. The Spanish borderlands—Texas and the Mexican War—Dodd, W. E. The cotton kingdom—Macy, J. The anti-slavery crusade.—Stephenson, N. W. The day of the confederacy.—Johnston, R. M. Captains of the Civil War—Fleming, W. L. The sequel of Appomattox—Slosson, E. E. The American spirit in education—Orth, S. P. Our foreigners—Paine, R. D. The old Merchant Marine—Johnson, A. S. The age of invention—Moody, J. The railroad builders—Hendrick, B. J. The age of big business—Orth, S. P. The armies of labor—Moody, J. The masters of capital—Thompson, H. The new South—Orth, S. P. The boss and the machine—Ford, H. J. The Cleveland era—Buck, S. J. The Agrarian crusade—Fish, C. A. The path of empire—Howland, H. Theodore Roosevelt and his times—Woodrow Wilson and the Great War—Skelton, O. D. The Canadian Dominion—Shepherd, W. R. The Hispanic nations of the New World.
- America did, What. Kelly, F. F. \$2 n. Dutton
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- American foreign trade. Pepper, C. M. 8° \$2.50 n. Century
- American front, The. Peixotto, Capt. E. \$3 n. Scribner

Index to Fall Announcement

In this list publishers' announcements are indexed by author, title and series. Titles recorded in the PUBLISHERS' WEEKLY before August first have been generally excluded. Titles beginning with an unimportant word are usually inverted, so that a book on a given subject will be listed under its subject if possible.

Fuller information of the books announced will be found in the publishers' advertising pages, index to which is given on page 893.

- A. B. C. of bond buying. Selden, G. C. \$2 n.
Mag. of Wall Street
- A. B. C. primer. Lewis, H. P. 50 c. n.
Lippincott
- Abandoned room, The. Camp, W. 75 c. n.
Burt
- Abbé Daniel L'. Theuriet. 64 c. n.
Scribner
- Abbott, Lawrence F. Impresions of Theodore
Roosevelt. il. \$3.00 n. Doubleday, P.
- Abbot, Willis J. The story of our merchant
marine. il. 8° \$2.50 n. Dodd, M.
- Abbott, Jane D. Larkspur. il. \$1.35 n.
Lippincott
- Abbott, Lyman. *See* Stokes, O. E. P.
- Abdullah, Achmed. The honorable gentle-
man and others. 12° \$1.50 n. Putnam
- Abdullah, Achmed. The man on horseback.
\$1.60 n. McCann
- Abdullah, Achmed. The trail of the beast.
\$1.60 n. McCann
- Abdy, H. Bennett. On the Ohio. il. 8°
\$2.50 n. Dodd, M.
- Aboard the "Southern Cross." Sousa, J. P.
\$1.75 Small, M.
- Abolishing of death, The. King, B. \$1.25 n.
Cosmopolitan Bk. Corp.
- About, E. Les jumeaux de l'Hotel Corneille
(Harrap's bilingual ser.) 50 c. n.
Brentano's
- Abrasives and abrasive wheels. Jacobs, F. B.
\$3 Henley
- Abu Mansur 'Abd-al Kahir. Moslem schisms
and sects. 8° Columbia U. P.
- Accountant, Mathematics for the. Vinal, E.
R. \$1.50 Biddle
- Achorn, Edgar O. The unknown quantity.
\$1.50 M. Jones
- Acland, Mrs. Arthur H. D. The queer beasts.
il. \$1.35 n. Holt
- Across the years: Tales of age. Porter, E.
H. \$1.75 Houghton M.
- Acts, The. Erdman, C. R. 75 c. n.
Presb. Bd.
- A. D. 1919. Hooker, B. Yale Univ.
- Adams, Brooks. The emancipation of Massa-
chusetts. 8° \$2.50 n. Houghton M.
- Adams, Geo. Matthew. Up. 12° \$1 n.
Reilly & L.
- Adams, H. The degradation of the demo-
cratic dogma. \$2.50 n. Macmillan
- Addresses in America: 1919. Galsworthy, J.
\$1.25 n. Scribner
- Addison, Jas. Taylor. The story of the First
gas regiment. il. 8° \$3 n. Houghton M.
- Adele Doring of the Sunnyside Club. North,
G. M. \$1.50 Lothrop, L. & S.
- Administration of village and consolidated
schools. The. Finney, R. L. Macmillan
- Adventure books. *See* Roosevelt, Theodore.
- Adventures in interviewing. Marcossou, I.
F. \$3 n. Lane
- Adventures in stewardship. Cushman, R. S.,
and Bellinger, M. F. Abingdon
- Adventures of Miss Tabby Gray. Baylor, A.
S. 50 c. n. Wilde
- Adventures of Sammy Sassafras. Waterman,
C. \$1.50 n. Dutton
- Adventures of Tommy Tad and Polly Wog.
Trick, M. 50 c. Rand, McN.
- Adventures of Twinkly Eyes the little black
bear, The. Chaffee, A. \$1 M. Bradley
- Advertisements, Making—and making them
pay. Durstine, R. S. \$2 n. Scribner
- Advertising as a vocation. Allen, F. J. \$2 n.
Macmillan
- Advertising, Commercial. Russell, T.
Putnam
- A. E. F. hymnal, Ye. 75 c. n. Brentano's
- A. E. F., The. Who they were, what they did,
how they did it. Skillman, W. R. \$2
Jacobs
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H., and Wardrop, G. D. \$10 n. Stokes
- Aeroplane construction. Camm, S. \$3
Van Nostrand
- Aeronautics, A textbook of. Shaw, H. \$3.75
Lippincott
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tion. Rathbun, J. B. \$2.50
Stanton & Van Vliet
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the Marne—Our young aeroplane scouts in
at the victory.
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- Aesop for children. il. 8° \$2 Rand, McN.
- Africa, The ruined cities of Northern. Sturz-
enbecker, R. \$4.50 n. Dodd, M.
- After thirty. Street, J. \$1.50 n. Century
- Afterglow. Cooper, J. F. \$1 Yale Univ.
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Reynolds, F. J., ed. \$4.50 n. Reynolds
- Agassiz (Elizabeth Cary). Paton, L. A.
Houghton M.
- Age of invention, The. Van Loon, H. W.
\$2 (?) Boni & L.
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- Agriculture for high schools, Principles of.
Gehro, J. H. Macmillan
- Ahmaddya movement. Walter, H. A.
Oxford Univ.
- Aids to the study of Ki-Swahili. Beech, M.
W. H. Dutton
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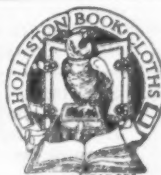
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 Senator Sherman's Autobiography.
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 Caricature History of the Georges, Wright.
 Burton's Anatomy of Melancholy.

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 Van Alen Genealogy, Chicago, 1902.

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 Hopkinson Smith, Old Fashioned Folk, R. E. Lee Co., 1907.

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 Connecticut Valley, Mass. History, Everts, Phil., 1879.

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Egerton, G., Keynotes.
Egerton, G., Discords.
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Short Story Classics, Foreign, Collier, vols. 4 and 5.
Prize Stories, Collier, vol. 3.
The Cat Journal, vols. 1, 2 and 3, and for 1912.
Nachash, by a Minister, pamphlet pub. Augusta, Ga., 1868.
Barnum, P. T., In Forest and Jungle.
Treasures from the Prose World, about 1880.
Ponce de Leon, Spanish-Eng. Technical Dictionary.
Proceedings of Masonic Grand Lodge of N. Y., 1827-1849.
Queen of Roumania's Gift Book.
International Conciliation, nos. 1 to 82 inclusive, 1907-1914.
War Information Series no. 9, U. S., Home Reading for Soldiers.
Smith's Illustrated Astronomy.
Morgan, League of the Iroquois, 1851.
Stone, Life of Sir Wm. Johnson, 1865.
Peter on Ice, Juvenile of about 1885-1890.
Frank Forrester's Field Sports of the U. S., or odd vols.
Shurter, Oratory of the South.
Parsons, New Light on the Pyramids.
Massey, Ancient Egypt.
Donnelly, Caesar's Column.
Taylor, Astro-Theological Sermons.
Lanyon, W., It Was Told of a Certain Potter.
Stuart, R. McA., Golden Wedding.
Park, Dr. R., The Evil Eye.
American Chess-Nuts, edited by Cook, N. Y., 1868.
Novels by Mrs. Flora Anne Steele.
Novels by Maurice Le Blanc.

J. Rosenbaum, 15 Bible House, New York City
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Hughes, Tom Brown at Rugby, first illus. ed.
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R. H. Titterton, History Spanish American War, N. Y., 1900.
James Norton Callahan, Diplomatic History of the Southern Confederacy, Johns Hopkins Press, 1901.
History of So. Africa, vols. 4 and 5.
Henry Ledyard's Journal.
Worthington C. Ford, Private Correspondence Wm. Vans Murray, Minister to France in Administration of John Adams, vol. 7 of Writings of John Quincy Adams.
Com. Public Information, Documents on Relations between Bolshevik Government and Germany.
Liberty, Peace and Justice, Speeches and Addresses, 1776-1918.
Nat Goodwin, Why Beautiful Women Marry.
Theo. W. Koch, War Libraries and Allied Studies.
Harvard University Catalogue, 1816-17.
Amer. Scandinavian Foundation, History of Scandinavian Art.
Specimen Copy of International Military Digest.
Longfellow, vol. 1 of Longfellow's Prose Works.
Riverside ed., Houghton Mifflin, 1886.
American Art Annual, 1918, vol. 15.
Dr. Schenck, History of Swedish Art, trans. from Swedish of Oswald Siren.
Jos. Pennell, History American Etching, Engraving and Illus.

Seattle Public Library, Seattle, Washington
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Annual Magazine Subject Index, vol. 1 to date.
Cooke, Dublin Book of Irish Verse.
Howells, Heroines of Fiction.
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Engineer, London, all January, 1919, issues.
Engineering, London, all January, 1919, issues.
Infantry Journal, vol. 12, June, 1916, vol. 13, Nos. 3, 4, 5, vol. 15, Dec., 1918.
Inland Printer, January, 1919.
Holt, The New Realism.

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 Synodicon Pappus.
 Nickles Nickleby, New Nat. ed., Limp Leather.

United Presbyterian Bd. of Publication, 209 Ninth St., Pittsburgh, Pa.

Clara Hapgood, Mark Rutherford, pub. Dodd, Mead.
 Milligan's Resurrection of the Body, Scribners.

University of Oregon Library, Eugene, Ore.

Air Service Journal, vol. 2, nos. 21, 22, 23, 24.

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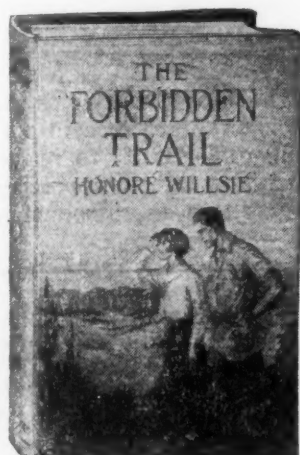
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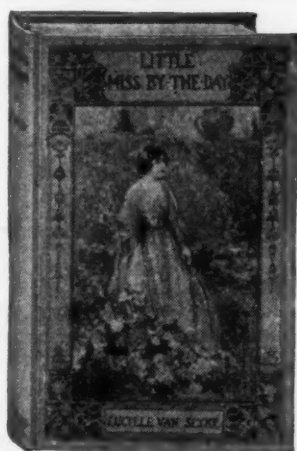


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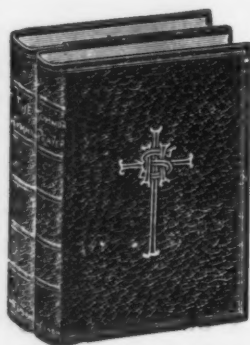
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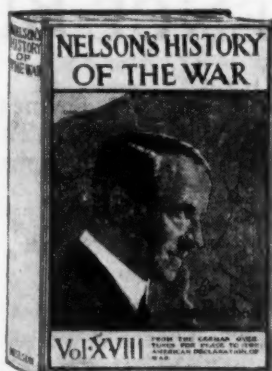
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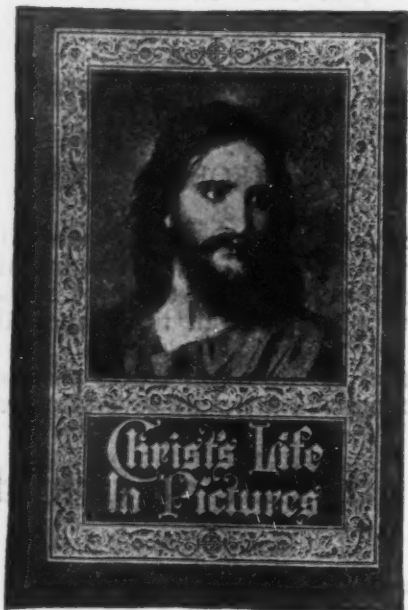
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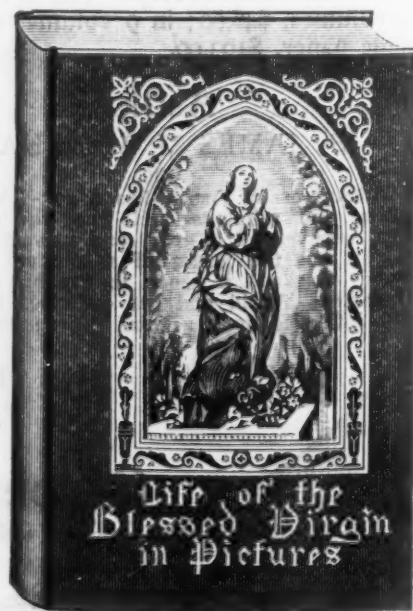
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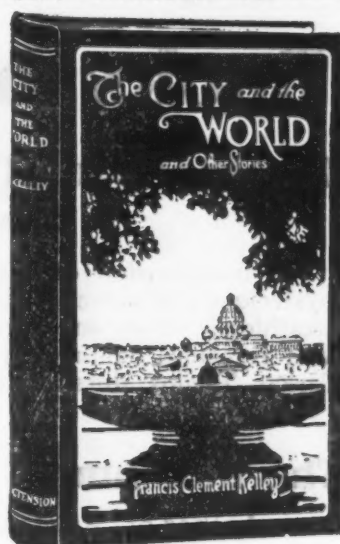
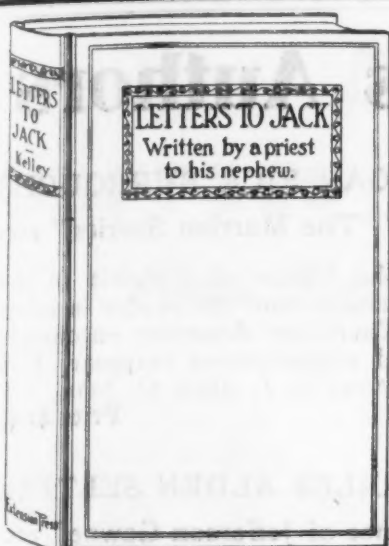
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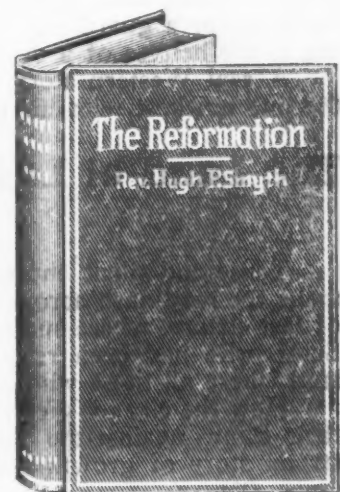
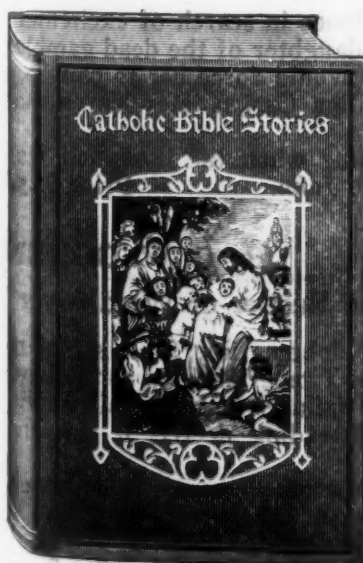
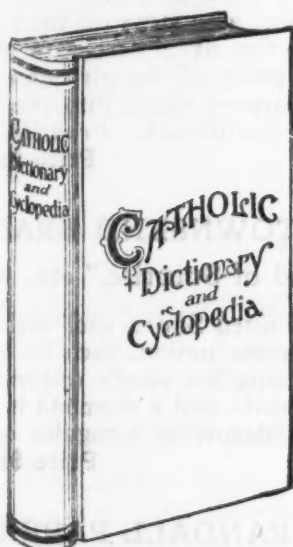
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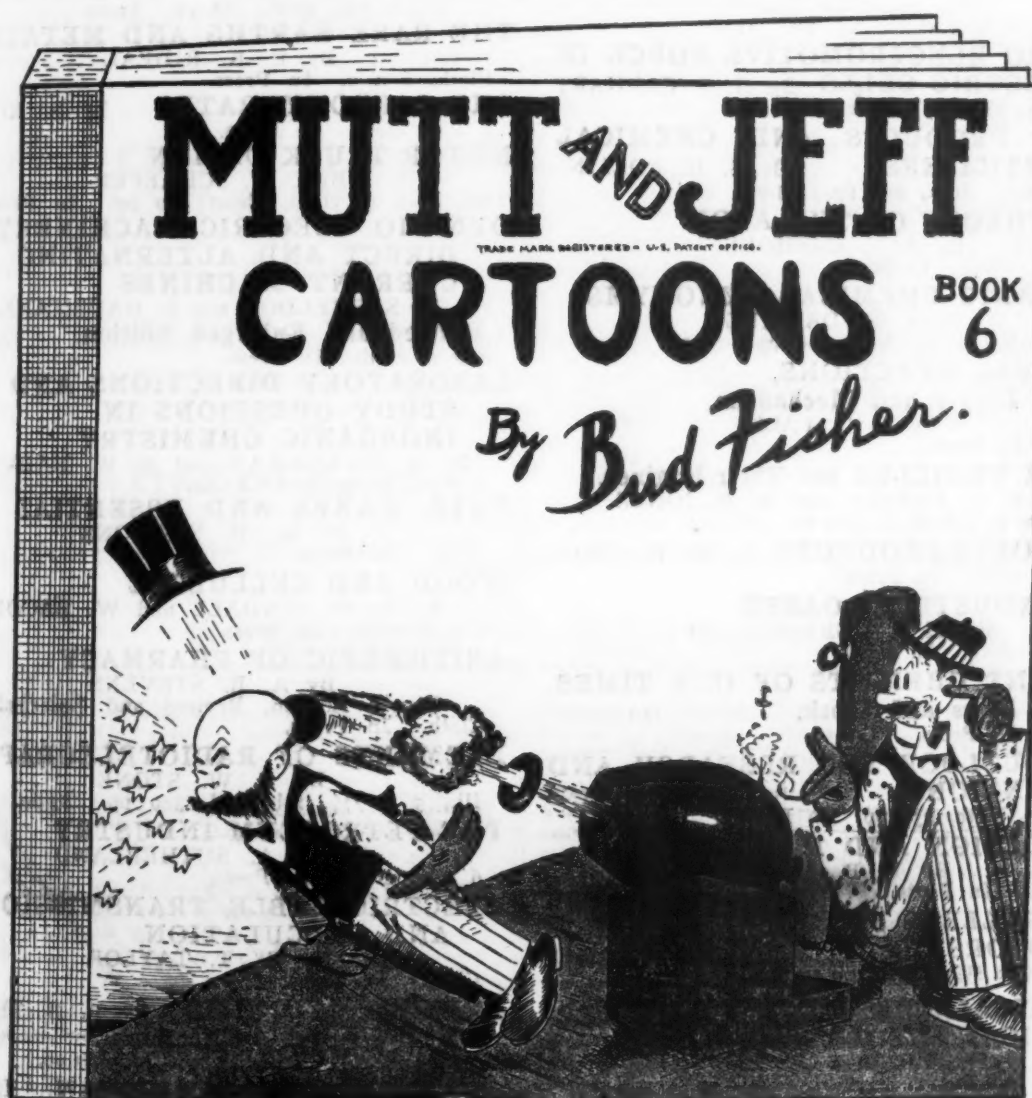
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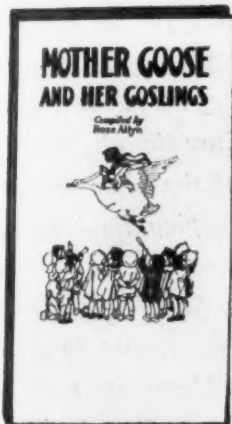
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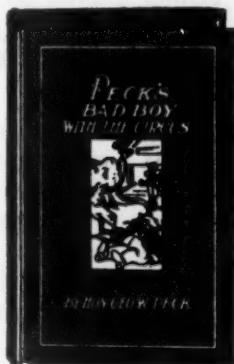
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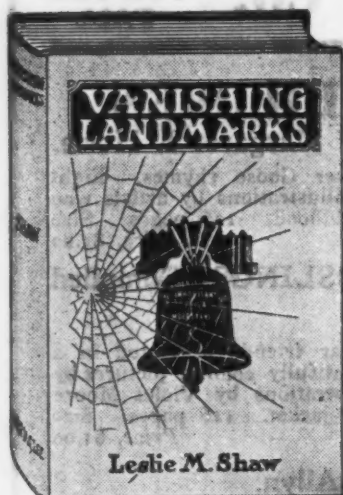
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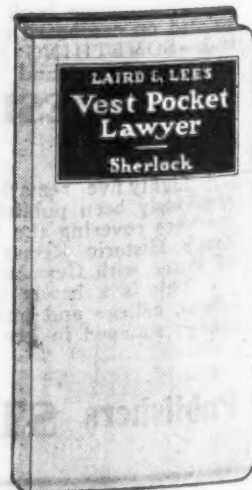
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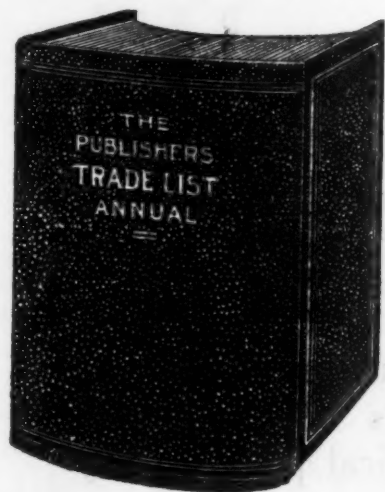
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